

American Lumberman

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ESTABLISHED 1873.

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JAN. 1, 1899.

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FOUR DOLLARS A YEAR
SINGLE COPY 25 CENTS

Lumber Construction Triumphs in Florida Hurricane

Careful Investigations Show Good Lumber Construction Has Superior Storm Resistant Qualities

Lumber's Chance to Make Friends

[By L. R. Putman, Merchandising Counselor Southern Pine Ass'n]

HAVING been requested to visit the scene of the great disaster, by the manager of the Southern Pine Association, I am not expected to discuss it from either the sentimental or humane side. That is being taken care of by representatives of all big publications, relief organizations, etc.

The damage by wind and water of this, America's most furious hurricane, will never be known. The results are hard to describe. Members of our staff secured hundreds of pictures which we expect to utilize.

On our staff we had an experienced architect from New Orleans who has had to build against hurricanes all his life. This same architect has carefully examined wood construction in the earthquake section of California. He says they have better construction out there because the building has been done under the stress of fear. The people know they always have had earthquakes and probably always will. In his report he makes the following statements:

"Courts may sometimes describe the destructive results of a tropical storm as 'an act of God,' but, we, of New Orleans, noting with sinking hearts the widespread character of destroyed homes in the Florida storm, feel that God can not be blamed for something which men here could so readily have prevented.

"Yes, the storm damage and loss of life, fully 75 per cent of it, was a tragic sacrifice to the prevalent ignorance of construction. To the practiced eye, accustomed to construction intelligently built, the Florida damage and life loss is an appalling waste.

"The methods of building in the worst damaged structures are so amateurish that my mind has been shocked to think of the countless millions of dollars spent on buildings that were not safeguarded in even the most elementary manner. I found frame construction resting merely on the foundation without sills or spiking, and the simple principle of bolting houses down to foundations seems never to have been heard of. The older homes, entirely of wood, built properly in the old days, no doubt, when men were carpenters and not drug salesmen or taxi drivers, stood the blow splendidly. But new construction, built by men who did not know, suffered deplorably. The life loss is the most pitiful phase, it was so needless. Miami must learn this simple expedient in the future, and must consider herself in the role of big brother to her whole territory—the responsibility is Miami's and she must learn to build properly—not merely build better. The teeth of the [Turn to page 48]



Lessons of the Florida Disaster

[By W. F. Shaw, Ass't Secretary National Lumber Mfrs. Ass'n]

THIS storm will teach those responsible for Florida cities the necessity for codifying rules for good construction, and enforcing those regulations. Already there is much talk of strict revision of building codes in cities which now have such codes. There is a possibility of a State-wide building code.

If extensive code revision is brought about, it is safe to say now that good lumber and good wood shingles will be prominently recognized. The tragic failure of concrete blocks; the weakness revealed by parapet walls; the collapse or failure of reinforced concrete, in many instances offer sharp contrast to the amazing strength shown by lumber construction.

In every section throughout the storm area are to be found scattered portions of prepared roofings and of tile roofs that failed to stand the hurricane test; but the wood shingle roof gloriously stood the supreme trial. As a result it is expected that lumber dealers and consumers will frequently join forces to legalize the wood shingle in residence districts.

The entire reconstruction process is under way. Eastern money it is believed will be available to protect investments already made. Certainly first and second mortgages down here now are of little value until repairs are made. The Red Cross program will care for the rehabilitation of needy families. Their work, and that of the local groups, is highly commendable.

Almost every case of collapse of a house was due to faulty construction, regardless of the materials used. Good lumber-built construction, and especially houses with shingle roofs, came through with remarkably little loss. Houses of wood studs, sheathed solidly with lumber nailed on diagonally, covered with heavy waterproof felt, stripped with wood lath 12 inches apart, on which was nailed a one-inch mesh stucco wire covered with a rich cement stucco were also little damaged. Thousands of homes were unroofed. Roll roofing that was cemented down stood up well, but where only nailed down the wind quickly ripped it off.

The majority of the houses destroyed were either built of concrete blocks, or were cheap wooden bungalows, built flimsily in record time for quick shelter, during boom days, and when carpenters were scarce. There was little or no bracing, joists frequently being from two to three feet apart, and the roofs were just laid on. The concrete block houses were of the Mexican type, with parapet walls rising three feet above the roofs. The wind toppled these walls over, and they often carried the roof and wall [Turn to page 50]



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READ WHEREVER LUMBER IS CUT OR SOLD AND REGARDED BY THE TRADE AS AUTHORITY IN LUMBER MATTERS

Published Weekly —
In Its Fifty-third Year

Where You Will Find It This Week

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Florida's Hurricane Is Lumber's Opportunity

EXPERIENCE IS SAID to be a fine teacher though the tuition is high. The truth of the adage is exemplified in its application to building throughout the area swept by the Florida hurricane. Persons from other sections of the United States, where tornadoes are not uncommon, built their houses with tornado experiences in mind. When the hurricanes came they were safe. Others, without tornado experience and with complete disregard of the prevalence of hurricanes in Florida, put together flimsy structures, of lumber as well as of other materials, and the hurricane swept them off the earth or left them in a condition that almost forbids repair.

It may be doubted whether lumbermen in general have realized the vital interest they have in securing the proper use of lumber in home building and other construction. The Florida hurricane emphatically and convincingly demonstrated the fact that the mis-

use of wood in home building came close to being a calamity for the lumber industry; it was only the occasional well built frame house—the tightly wood-shingled roof, the divided wood window sash, the heavy wood sills, the diagonally wood sheathed walls, the braced and bolted studs and the "tied-in" rafters—that proved the merits of wood as a building material when used as experience has for scores of years shown that it should be used.

Elsewhere in this paper much space has been given to reports of competent persons who have visited Florida and studied the storm's effects. The information there given is of the most valuable sort. There is nothing sensational about it. It is not calculated to promote the sale of wood for the kind of construction that was demolished in that storm. It may not in fact make the sale of lumber for construction any easier than it has been in the past. This is indicated by the tendency in some parts of the storm

area to repair damage with other building materials and forms of construction that utterly failed in the crucial test. Experience in these cases apparently has taught nothing.

Altogether too often in the recent past lumber has appeared to have few friends and many enemies. On the plea of public interest building codes have been devised that either left the owner's rights and interests out of consideration or reduced them to a minimum. The Florida storm showed that authors of some municipal building codes had "single track minds," and that in their zeal to "protect" from one danger they wholly disregarded another. They required high "fire walls" that in a tropical hurricane proved to be water tanks, and they required or permitted the use of roofings that deserted at the first rude blast, while they forbade the use of shingles, which in the severest test thus far known gave the protection that a good roof ought to give.

Perhaps this is no time to go into the history of the adoption of window blinds or shutters in the construction of the typical American frame house; but every windstorm, whether it be in Florida, Kansas, Illinois or Dakota, proves, what everybody already knew, that keeping the wind and rain out of a house is the surest means of protecting it from destruction. Thousands of dollars of damage due to the driving rain would have been prevented if windows had been protected by blinds, or if not so protected, if they had been made of small divisions strengthened by numerous mullions of the old New England style of architecture.

Steps already have been taken by the Southern Pine Association in coöperation with Florida retailers to build several model wood frame houses in Florida. This is not to be for the special benefit of manufacturers of or dealers in a single species of wood, but for the benefit of the lumber industry as a whole, because lumbermen in every State must be vitally concerned in all efforts to inculcate sound principles of wood frame construction. Efforts will be made, of course, to make known the details of the construction adopted in the model Florida houses, and it is to be hoped that this start in the right direction will gain support and impetus until every manufacturer and dealer in the country is thoroughly aroused at the same time that he is well informed regarding good construction and determined to secure its adoption to the fullest possible extent.

Winter Building Should Be Encouraged

WHY DO SO MANY coal dealers handle ice during the summer? The answer is obvious—to keep their organizations going and if possible to make a profit during the months when otherwise they would be doing no business.

Merchants in many other lines have been compelled to act upon the same principle of bridging over the seasonal lull. Dealers in radios and accessories soon found that their heaviest business normally was done in the fall and winter months. As soon as the warm breath of spring lured folks to the great out-of-doors, or even into their own yards and gardens, sales of radio goods fell off sharply.

Something had to be done. They might have accepted the situation as inevitable and laid down the dictum that "winter time is radio time," and that trying to do business in summer was wasted effort, just as for Lo, these many years, the lumber and building industries have talked about the "building season," as if there were, or needed to be, any such thing as a season of the year when building was impracticable. To get back to our radio dealers, they did nothing of the sort, but instead, installed lines of automobile accessories, and gathered in the shekels from the very people who had temporarily stopped buying radio equipment.

Right here some keen reader will say, "All right, Mr. Editor, but they had to take on a different line of goods in order to bridge the gap, while you are trying to tell us that we should keep the same line—that of building—going the year around." The criticism is fair enough, except that the cases are not exactly parallel, and the object sought in the illustration is merely to draw attention to a condition. Besides, some enterprising radio dealers have built up a very satisfactory out-of-season business without going outside of their own line, by pushing the sale of radios for porch use and in summer cottages and camps, so the illustration is not so far afield after all.

But the main point is: All-the-year-around building! It can be done and it is being done. About this time each year the AMERICAN LUMBERMAN begins to get "het up" on this subject, and to urge that construction be kept going throughout the year. A little item on the building page this week tells of a quite extensive house building program that will be carried on right through the winter on Long Island, New York. This is but one instance of many that prove the feasibility of winter building.

Construction associations and councils, engineering societies, the Department of Commerce, and numerous other agencies allied with the building industry unite in advocating all-the-year-around

building as the best means for stabilizing building costs, relieving seasonal unemployment in the building trades, and effecting actual economies in costs, because of the increased availability and efficiency of labor.

There have been great gains in the volume of winter building during the last few years, but much remains to be done before the full possibilities in this field are realized. As a matter of fact, throughout the greater part of the country winter construction presents no practical difficulties, and even in those comparatively few sections that are subject to really cold weather for protracted periods, modern methods and appliances have made winter construction work entirely practicable.

The lumber industry is vitally concerned in encouraging all-the-year-around construction, both as a stabilizing influence and because it actually increases the total volume of building in the country during the twelve-months' period.

Another Blast From Babson

The best thing that Florida could do for future generations would be to pass a law against the building of any more frame houses. If the legislature of Florida would pass this simple law, it would hurt no one and the disaster would be worth far more to the State than it has cost.—R. W. Babson, Babson Park, Mass., in the Florida Times-Union, Jacksonville, Fla., Oct. 9.

FOR DOWNRIGHT ignorance and a display of animosity against a great industry, the author of the above statement is entitled to the leather medal. Despite statements of competent engineers, made after a careful survey of the situation, that good frame construction withstood the ravages of the storm better than almost any other type, and in the face of actual visible demonstration of the way in which good wood construction stood up under the force of the hurricane, this economist—perhaps still smarting under the severe castigation received some time ago from representatives of the lumber industry because of his prejudicial statements—now breaks into print with this silly suggestion that all frame construction be barred in Florida by legislative act.

This would appear to be simply evidence of "another good man gone wrong," and shows how financial success and a certain degree of public adulation sometimes can cause a supposedly substantial business man to make a spectacle of himself in the eyes of really right-thinking people.

In view of the indisputable evidence in favor of good wood construction, and the evident desire of everyone, the lumberman included, to drive home the lesson that poor construction must be avoided no matter what the material used, it seems incongruous and entirely out of place, to say the least, for Roger Babson to sound this discordant note and advocate the abolition of frame houses.

The lumber industry, of course, will not permit this aspersion to go unchallenged. It affects not alone the great lumber industry of Florida, but the industry as a whole.

For the sake of his own reputation as an economist and wise business counsellor Mr. Babson should hasten to recall his suggestion and retract the unwarranted statement that "this simple law would hurt no one."

The New Way of Quoting Cement Prices

PROBABLY BY THIS time most dealers have formed an opinion of the new method of quoting cement prices recently announced by a majority of the leading producers of that commodity. A check-up of the announcements sent to dealers shows only one or two of the big producers not represented. It is understood that those concerns have not yet adopted the new plan, and possibly may not intend to do so. However, for purposes of discussion the plan may be said to be of general application, as any dealer can avail himself of it if he desires to do so.

Boiled down, the new idea has in it surprisingly little that is new. The same old thin dime still plays the stellar role, though now labeled "trade discount" instead of "price differential." What's in a name? In this instance certainly not much. What the dealer really would like is to see the aforesaid thin dime take on a little added flesh—or metal, to be literal. But in line with the fashionable trend to slimmness the cement dime remains as stylish as ever.

But, of course, the new selling plan does embody a real change, even though a minor one. So far as it goes it may even be said to be an advance step, though not all dealers will assent to that proposition. Indeed, the AMERICAN LUMBERMAN has received some keen and well reasoned protests from retail lumbermen, a number of which were quoted, or referred to, in an article on the subject appearing on page 52 of the Oct. 9 issue.

At the least, the new plan, of making the same price per barrel

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to every buyer in a given territory, whether dealer or consumer, has the merit of placing the cards openly on the table, and doing away with price dickering between an aggressive consumer, bent on scaling the figure down by every penny possible, and a spineless dealer willing to give away most of his profit if only he can land an order and beat a competitor. Now the consumer endeavoring to beat the price—and there will be such—must ask the dealer to divide his discount with him, and the dealer must consent to such division, before they can get together on a cut-rate basis. Or, to put it the other way around, the dealer must himself make the offer.

Obviously the plan is not fool-proof, nor will it entirely prevent price cutting by those who are determined to engage in that pastime. But while, so far as the ultimate result to the buyer is concerned, there may be but little difference between cutting a price and splitting a trade discount, ethically there is a good deal of difference; and that fact may exert a wholesome restraining influence upon some dealers who on a strictly price basis might feel justified in sacrificing a part of their meager profit on a cement sale in order to secure the business, but who would not care to do so unethical a thing as to divide their trade discount with a consumer. But again, if the plan is not fool-proof, much less is it proof against crookedness.

What, it may be asked, impelled the cement manufacturers to adopt this new policy? Well, we are not the seventh son of a seventh son, and lacking the gift of prophetic insight can only

guess; but we have an idea that the news may have leaked through to them that a host of retail lumbermen are not exactly delighted with the net results from their cement business as it has been handled in the past.

That suspicion would seem well grounded in view of the fact that the AMERICAN LUMBERMAN occasionally learns of lumbermen who are abandoning the handling of cement, outside of small stocks for the accommodation of their regular customers, because, as they say, "there is nothing in it for us." While the new plan is not going to allay that feeling very much, so long as the thin dime remains the standard of the dealer's gross profit on a barrel of cement, it does at least show some inclination to help the dealer meet one of his problems—that of indiscriminate price-cutting.

In justice, too, it should be mentioned that the new plan also carries more liberal cash discount terms, which now are: Net 30 days, or 10 cents per barrel discount for cash in 15 days, instead of 10 days as formerly—this of course being separate from, and in addition to, the trade discount. The cash discount applies alike to dealer and consumer buyers.

The proof of the pudding is in the eating, and the value to dealers of the new sales plan depends upon the unanimity, or lack of it, with which dealers stand pat on the established price and refuse to sell their birthright for a mess of pottage, or, in non-Scriptural terms, to split their discount for the paltry privilege of making a sale, sans profit.

LAST MINUTE NEWS FOR ALL LUMBERMEN

Industry Maintains Uniform Level

[Special telegram to AMERICAN LUMBERMAN]

WASHINGTON, D. C., Oct. 14.—Reports by telegraph today to the National Lumber Manufacturers' Association from 361 of the larger softwood and 134 of the chief hardwood lumber mills of the country, indicate that the industry is maintaining a uniform level of high activity. While the reporting softwood mills give smaller totals of production, shipments and orders for last week than the number reporting the preceding week, the difference in volume is accounted for by the smaller number of reporting mills. As compared with the corresponding period a year ago, lumber movement is evidently a little larger. The hardwood operations reported increases in production and shipments, and a slight decrease in new business, as compared with the previous week.

The unfilled orders of 227 southern pine and West Coast mills at the end of last week amounted to 608,621,896 feet, as against 633,973,868 feet (revised) for 227 mills the previous week. The 121 identical southern pine mills in the group showed unfilled orders of 253,494,300 feet last week, as against 263,815,050 feet for the week before. For the 106 West Coast mills, the unfilled orders were 355,127,596 feet, as against 370,158,818 feet for 106 mills a week earlier.

Altogether the 344 comparable reporting softwood mills had shipments 97 percent, and orders 90 percent, of actual production. For the southern pine mills, these percentages were respectively 97 and 82; and for the West Coast mills, 94 and 85. Of the reporting mills, the 317 with an established normal production for the week of 221,114,818 feet, gave actual production 103 percent, shipments 99 percent and orders 94 percent thereof.

The figures for last week, the week before and the same week last year follow: Production—241,534,852 feet, against 234,799,146 feet the week before, and 234,787,027 feet last year. Shipments—233,400,174 feet, against 255,768,852 feet the week before, and 233,761,304 feet last year. Orders—217,510,983 feet, against 227,327,257 feet the week before, and 217,124,526 feet last year.

The following revised figures compare the softwood lumber movement of the seven regional associations for the first forty weeks of 1926 with the same period last year: Production—9,566,878,719 feet, against 9,600,865,685 feet last year. Shipments—9,802,003,848 feet, against 9,526,650,275 feet. Orders—9,789,975,860 feet, against 9,345,697,026 feet.

The mills of the California White & Sugar Pine Manufacturers' Association made weekly reports, but they have been found not truly comparable in respect to orders with those of other mills. Consequently the former are not now represented in any of the foregoing figures or in the regional tabulation below. Seventeen of these mills, representing 50 percent of the cut of the California pine region, gave their production for the week as 25,082,000 feet; shipments, 18,403,000 feet, and new business, 17,646,000 feet.

The West Coast Lumbermen's Association wires that new business for the 106 mills reporting for the week ended Oct. 9 was 15 percent below production, and shipments were 6 percent below production. Of all new business taken during the week, 52 percent was for future water delivery, amounting to 50,320,786 feet, of which 34,899,684 feet was for domestic cargo delivery, and 15,421,102 feet export. New business by rail amounted to 41,792,407 feet, or 43 percent of the week's new business. Forty-eight percent of the week's shipments moved by water, amounting to 51,631,969 feet, of which 37,386,596 feet moved coastwise and inter-coastal, and 14,245,373 feet export. Rail shipments totaled 50,491,382 feet, or 47 percent of the week's shipments, and local deliveries, 5,033,090 feet. Unshipped domestic cargo orders totaled 132,819,202 feet; foreign, 109,589,568 feet, and rail trade, 112,718,826 feet.

Employment Above October Average

Douglas fir logging in all West Coast districts from Coos Bay to the Canadian border is quite generally active, with most of the larger and medium sized operations busy, according to the Four L employment service. Labor turnover at camps appears slightly heavier than has been the case, although at sawmills the turnover is very light. The pine sawmill cut in the Inland Empire and other districts just east of the Cascades is gradually dropping off as winter approaches. Winter woods work in the pine country is getting started for the season.

The Western Pine Manufacturers' Association reports a slight increase in production, and shipments and new business falling off heavily.

The California Redwood Association reports a substantial increase in production, some increase in shipments and more than a 75-percent increase in new business.

The Northern Pine Manufacturers' Association, with two more mills reporting, shows some increase in production, shipments about the same and new business considerably less than that reported for the week earlier.

The Northern Hemlock & Hardwood Manu-

facturers' Association (in its softwood production), with two more mills reporting, shows production and shipments about the same, and a good gain in new business.

The seventeen hardwood mills of the Northern Hemlock & Hardwood Manufacturers' Association reported production as 1,973,000 feet; shipments, 3,576,000 feet, and orders, 2,742,000 feet.

The Hardwood Manufacturers' Institute reported from 117 units production as 18,460,551 feet; shipments, 18,899,698 feet, and orders 18,527,229 feet. The normal production of these units is 20,035,000 feet.

For the last forty weeks all hardwood mills reporting to the National Lumber Manufacturers' Association gave production 1,182,241,765 feet; shipments, 1,161,950,308 feet, and orders, 1,199,733,847 feet.

[The barometer of the Southern Pine Association appears on page 68.—EDITOR.]

[Special telegram to AMERICAN LUMBERMAN]

NORFOLK, VA., Oct. 14.—For the week ended Oct. 9, thirty-eight mills reporting to the North Carolina Pine Association, and having a normal production figure of 10,290,000 feet, manufactured 8,262,384 feet, shipped 7,333,466 feet, and booked orders for 15,368,000 feet.

California Forest Experiment Station

[Special telegram to AMERICAN LUMBERMAN]

WASHINGTON, D. C., Oct. 13.—The University of California at Berkeley will be headquarters of the new California Forest Experiment Station. In making this announcement, Secretary of Agriculture Jardine said:

"Berkeley has been chosen as the headquarters of the California Forest Experiment Station primarily because the State Agricultural College and the State Agricultural Experiment Station form a part of the University of California, and these divisions of the University use many lines of investigation which must also be undertaken for the production of timber crops. At Berkeley there will be an excellent opportunity for close cooperation with the forest school, which is a part of the university, while through the extension service the results of the forest research can quickly be made known. Berkeley will also be advantageous because of its central location from which all the forest regions of the State can be quickly and easily reached. It is expected that this station will be able to aid materially in the development of sound practices for the management of the timber and watershed resources. I desire at this time to express my appreciation for the many offers of cooperation received from communities and institutions in establishing the station, and I hope they will all cooperate with the department in this new enterprise and further forest production in California.

QUERY AND COMMENT

Meaning of the Phrase "Out of Wind"

A railroad inspector handling some material for us recently made the statement that he had seen in specifications for timber, ties etc. for many years, the expression "out of wind" but had never known what it meant, and did not believe that most of the people who used it knew.

The writer had his own idea what this was intended to mean, but has not been able to find an official definition of the expression. If you can locate something on this for us without too much trouble we shall appreciate it.—INQUIRY No. 1,837.

[This inquiry comes from a Chicago concern handling considerable quantities of railway material. The term "out of wind" means in the trade where it is commonly used, "free from twist or warp." Of course it will be understood by the reader that the word "wind" is pronounced with a long "i" and not a short "i." This explanation is offered for the reason that persons of middle age who do not play golf might understand the phrase to have some significance with respect to a person's physical condition due to lack of exercise.

In a little book entitled "Timber Technicalities," published in London, is found the following "Out of wind—true or free from twist." In the Standard Dictionary is found the following: "Out of twist, wind or winding—preserving an unwarp surface, as a board; plain and smooth."

The use of the word "wind," in the sense of twist or turn, appears to be a survival of an earlier use of the word whose significance has now been narrowed. For example, it is common practice to refer to a stream as winding, meaning that it turns or twists from side to side; whereas, it seems unusual to use the word "wind" in the sense of turning or twisting from side to side with reference to a board of timber. The use of "out" in this connection also appears to be somewhat odd, and yet the same use is found in a common slang expression of today, "out of luck." In fact, the person with the time and the taste for word study will find in it not only a great deal of interest but much of history. In the everyday language of the people are preserved words limited, perhaps, to a single significance, whereas, formerly they had a very wide use. Technical words used in industry are especially likely to be kept in the language in their technical sense long after they have lost their broader meaning and have been forgotten by the people generally. It is said that many if not most of the technical mining terms had their origin in the mines of Cornwall in England, and are not in fact a part of the English language at all, being derived from a language or dialect spoken by a people that was not Anglo-Saxon.—EDITOR.]

Lumbering and Farming Conditions

SHULLS MILLS, N. C.

EDITOR, AMERICAN LUMBERMAN: We read a good deal about legislating for the farmer. I wonder if it has occurred to the AMERICAN LUMBERMAN to analyze the suggestions or proposed laws in connection with the farming industry and see to what extent they might be applied to the lumber business. There is a great similarity between the farming industry and the lumber business: there are large and small operators in both industries, one marketing a crop of grain, the other marketing a crop of wood. The marketing of the products seems to reach one great obstacle, in both cases no dependable prices. When the lumbermen were attempting to stabilize prices through published statistics among members of the association, the government stepped in and said it was contrary to law. Did it ever occur to you that it lacked the courage to face the situation and that situation was competition and competition applied to trade acts like arsenic applied to a person; a little is a great stimulant, but too much will kill you.

I understand the government approved of the maple sugar growers in New England adopting a plan that stabilized their business and yet there

are instances today of government interference that is as destructive to business as an overdose of arsenic.

The steel business developed into stabilized business because of its ability to regulate itself. A healthy business must be a stable one and no business with violent fluctuations due to uncontrollable situations is healthy for the owners or the public.

When the government stopped the lumbermen from stabilizing the market they prevented a large industry becoming a stabilized business. A prosperous industry benefits more people than industries broken down by improper methods of marketing. We believe the time is near when the government is going to change its idea about regulating the lumber business and it will come about through its treatment of the farmer.

In the legislation that is near at hand for the farmer, comparisons ought to be made between the farming industry and the lumber industry in order that the lumbermen may quickly get the benefit of modern thought as applied to the marketing of their product, for surely the lumber business today is transacted on the hit-or-miss basis.

It likely never occurred to the government that in opening the Panama Canal it was allowing the West Coast lumbermen to put their product in the eastern market on a lower rate than manufacturers of hemlock in the Central South could deliver for, thereby excluding a home product. The allocating of markets through rate making often finds the producer stranded, but the transportation problem is overcome by adjustments elsewhere. In the future the two problems ought to go hand in hand.

In conclusion, I think your paper might draw these comparisons, watch the farming legislation and see if the situation was not analogous to the lumber business.—W. S. WHITING, W. S. WHITING LUMBER CO.

Survey Markings on Trees

We have been referred to you as a source of information regarding a good book containing directions for determining the age of trees and surveyors' marks thereon. If you will kindly give us any information you may have along this line we shall appreciate it.—INQUIRY No. 1,834.

[This inquiry comes from a concern in North Carolina, but there is nothing in the letter nor the letterhead to indicate the nature of the concern's business.

Probably the little handbook entitled "Manual For Northern Woodsmen," by Austin Cary, contains as much information as any work along this line. This book, as the title indicates, is designed for the use of surveyors and timber cruisers, and it contains information about timber markings etc. The book has one chapter on the United States public land surveys, which perhaps will be helpful to this inquirer in determining markings.

There is also a publication entitled "Manual of Instructions for the Survey of the Public Lands of the United States," which doubtless may be obtained from the Superintendent of Documents, Government Printing Office, Washington, D. C.

It is not clear from this inquiry whether the inquirer wishes to determine the age of the trees themselves or of the surveyors' marks on the trees. Ordinarily, of course, the age of a tree is determined by making a count of the annual growth rings. It might be practicable to determine the length of time that has elapsed since the surveyors' marks were put on the trees by counting the rings of growth subsequent to the markings.—EDITOR.]

1873

NEWS AND VIEWS OF

1926

50 YEARS AGO

From the AMERICAN LUMBERMAN

YELLOW PINE

It is estimated from statistics that over 200,000,000 feet of yellow pine lumber was exported from Georgia last year. Timber exported to foreign countries is the very best that is sent to market, and brings an enormous price in the markets of Europe and South America. Those who have had some experience in the line say that it more than trebles the price obtained for it in Darien, Brunswick or Savannah. There must then be a large profit which someone reaps for this immense trade. Is it the cutter? It costs from \$2 to \$2.50 a thousand to cut the timber, as much more to haul it to the water, and an average of at least \$1 a thousand to carry it to market. To this extent add the intrinsic and prospective value of the standing tree, and there is quite a heavy bill of items to set down against the small sum of \$9 to \$10 a thousand given by the purchaser. Prices must be more remunerative in order that the timber cutter may receive an equivalent for his labor and expense. Even then it is profitable only when the farmer has plenty of bacon and corn which he has raised at home.

Freeman Hatch has erected at Cornish, Me., an extensive factory for the manufacture of furniture etc., and in connection a saw and shingle mill, planer, stave saws etc., of a most improved pattern, operated by three large turbine water wheels.

A new sawmill is to be erected at Ontonagon, Wis., and 80,000 feet of lumber for the building has been forwarded from Ashland.

Col. Rickets of Wilkesbarre, Pa., recently sold 15,000 acres of timber land on the North Mountain to parties in Easton for \$150,000.

Pepperell (Mass.) parties have purchased a large lot of woods and timber in Fremont, N. H., for \$5,000, near which they will erect a steam mill.

The toothpick company at Canton, Me., has worked up all its lumber and is now logging for a change.

It is estimated that 150,000,000 feet of logs are hung up on the Tittabawassee River and contributaries outside of the boom limits.

INCOMBUSTIBLE WOODEN SHIPS

The English admiralty is going to put the wood made incombustible by the new chemical preparation, the tungstate of soda, to a very severe test. A vessel is being built of which all the wood has been thus prepared. After it has been launched, it will be filled with all kinds of combustible matter, which will be set on fire, then it will be exactly known what results can be attained in this way. If favorable, wood has the advantage over iron in lightness, absence of rust, and consequent durability, cheapness, less expense in preservation and elasticity, as wooden ships are not subject to leakage after shocks, as is the case with iron vessels at the joints of the plates.

The sawmill at the east end of the Kennebec Dam was started up two weeks ago, by the Kennebec Land & Lumber Co. The company has received a large order for pine lumber, that they will fill at once. Workmen were engaged on Friday and Saturday putting things in order for active service.

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REVIEW OF CURRENT LUMBER TRADE CONDITIONS

Southern Pine Slower; Many Unfilled Orders at Mills

Southern pine business declined to 18 percent below output during the week ended Oct. 8. Orders have been running so consistently above shipments, however, that the mills have good order files. In the first thirty-nine weeks of last year they has sold only 98 percent of their cut, whereas bookings for the corresponding period of this year amounted to 104 percent of the cut. Shipments have been correspondingly heavy, and mill stocks are at a low point.

The producers had expected a heavy fall demand from the farms of the South, Southwest and middle West, and there are good reasons for believing that much of this will yet materialize. Trade in the middle West suffers the temporary handicap of bad roads, while in the South the fall in cotton prices has caused postponement of purchases. Florida, however has been placing a large volume of business, though in a good part of the State the stocks of retailers are heavy. Mixed cars for sorting up will probably be in largest request there.

Industrial trade is for the time being the most active section of the market. Railroads and car companies have been buying, and box demand has made low grades quite scarce.

Some softness in quotations has been reported on straight car loadings from small mills, but larger mills that are in position to furnish good assortments are getting list.

Northern Hardwoods Move Well; Stocks Much Reduced

Demand for northern hardwoods continues quite active, and shipments have been heavy. As production is greatly curtailed, mill stocks are being depleted. While the September cut last year averaged 103,500 feet per mill per week, in September this year the cut was only about 69,000 feet; bookings last year averaged only 144,800 per week per mill, whereas this year they averaged about 185,500 feet. It is reported that many mills have been concentrating on cutting hemlock, in order to clean up their logs before freezing weather. There is likely to develop, therefore, some shortage of dry hardwoods, as the seasoning period is almost over.

The large industrial consumers are still in the market. Both the automobile and furniture manufacturers are taking northern woods rather liberally for their current needs, and prospects are bright for a well sustained volume of business. Building trades demand has also been improving, even if it has not reached the expected volume, there having been an expansion in sales of maple flooring especially.

Except for a mark-down of \$1 in No. 3 basswood, quotations show no changes and have a firm undertone.

Fir Business Falls Off; Prices Have Continued Firm

Much uncertainty exists as to the trend of the fir market. New business has been 7, 9 and 15 percent below production in the three weeks ended, respectively, Sept. 25 and Oct. 2 and 9. Rail business had been good until the last of these periods, when it fell off about twenty percent from the previous week. Export trade has kept up in encouraging volume. Domestic cargo bookings have taken a brace.

The Atlantic seaboard has fairly full stocks, which are selling readily at retail, and receipts from the Coast are ample, though transits are few. The yards are purchasing conservatively to maintain assortments, so that the volume of the movement will depend rather directly on building activity. California trade has been making marked improvement. Much business expected from the middle West is delayed because rains have made hauling to the farms impossible.

There has been a slight softening in prices, despite the higher cost of logs, and for this reason some mills have been talking curtailment. Much depends on weather conditions in consuming territory in the next month or so.

Southern Hardwood Orders Again Exceed Production

Southern hardwood mills during the week ended Oct. 9 again had bookings in excess of their production, though they were only slightly above. The output has continued heavier than it was expected to be, however, and prospects for log supply justify predictions of a reduction in it. Woods labor is at present scarce in the southern part of the belt, being withdrawn for cotton picking, and there is great likelihood of early rains at this season. It is reported that log stocks are not large in any part of the producing territory.

Industrial buying is largely for current needs, but a good volume of business continues to come from both the furniture and automobile factories. Oak flooring factories are still taking considerable amounts, though there has been some tapering off in sales of their product. Foreign trade has been brisk, for many exporters are able to ship until Dec. 1 at the rates effective before the recent advance.

There have been reports of occasional slight concessions, but quotations as a whole are firmly maintained.

Northern Pine Active; Hemlock and Spruce Slow

Northern pine mills continue to do an active business, and both bookings and shipments are running well ahead of their output. Business is coming largely from the middle West, as bad weather that delays harvesting is holding back demand from the Northwest. Eastern trade continues rather quiet, owing to keen competition from western woods, but imports into that territory are light, owing to the small cut in Canada. In the first thirty-nine weeks of the year, association mills have shipped ten percent more than their production. Prices of all items are firmly maintained.

Hemlock manufacturers find that the year's shipments to Oct. 2 exactly balanced their production, and dry stock has been getting somewhat scarce. Mill output has increased a little recently, as cutting is concentrated on hemlock logs in an effort to clear out the booms before freezing weather. Current trade is slow, as hemlock finds stiff competition in the cities, and development of country trade is much hampered by rainy weather. Quotations show no recent change.

Eastern spruce frames are now obtainable at \$38 base, and prices of boards and random are soft. Receipts of western lumber are making difficult competition, but the increased intercoastal water rates are expected to relieve the eastern producers from some of this pressure.

Western Pine Mill Stocks Smaller Than Last Year's

The Inland Empire mills have made an excellent sales record this year as compared with last. During the thirty-nine weeks ended Oct. 2, bookings amounted to five percent more than the production, whereas at the corresponding date last year they were nine percent less. Though the mills have been holding down their output, a larger number are reporting and the cut has increased considerably. It will not be long until winter weather forces many shutdowns. Mill stocks are badly depleted and the loading of mixed cars has been difficult. Lower grades have been especially strong. City demand from the East and middle West for shop and yard items is seasonably quieter, and farm demand from the middle West and Northwest is held back by weather that has delayed harvesting.

California pine trade has been quiet during the last week or so. The requirements of the box makers are largely supplied for the season, and some easing up in prices on low grades is reported. Mill stocks are smaller than at the corresponding date last year, and the mountain mills will soon be entering their period of low production. California sales have been picking up a little, and further expansion in these is expected as preparations are made for winter tourist trade.

Lumber Statistics Appear on Pages 68 and 69; Market Prices and Reports on Pages 101 to 109

Lumber's Chance to Make Friends

(Continued from Front Page)

hurricane have been pulled in New Orleans and along the Mississippi Gulf coast. Hurricanes have been reduced to incidents. Their great destructive force has been curbed. Man has learned to combat Nature's violent moods with staunch construction, and New Orleans and the Mississippi Gulf coast, in the matter of homes, is entirely built of pine frames, coated or finished in any desired architectural style; the Persian and Mooresque are just as easy to execute in well built pine buildings as the Southern Colonial type, and there is about an even distribution of the two styles. But those pine buildings are bolted and cross-braced, and herringbone-bridged, and nailed and spiked, strutted and in every way built as snug as possible. They have been tested by scores of years of hurricane visitations, and the modern homes are put together with a degree of scientific but simple engineering skill which ranks this type of construction as unquestionably the finest that man has yet devised for human habitation through hurricane and earthquake. This is the 'basket system' which means safety to life and property in storm stress.

American Homes Deserve More Care

"The American home is our most precious possession, and yet, particularly in this Miami area, the housing of our strong and able workers, their women folk and little children and babies was left to and completely in the hands of men who did not know even how to build, of ignorant workmen who depended on a still more ignorant—and 'fly-by-night'—contractor. The blind were leading the blind when the great Miami territory was undergoing its tremendous home building program. The homes of our people deserve more care, more thought put into them, more genuine skill."

How to Avoid a Recurrence

Having spent days and driven miles among the wreckage, I agree thoroughly with these statements of this and other architects, engineers and contractors.

Our own engineer and building code expert, after a careful investigation in the storm area and an examination of the building codes in the different damaged cities, reported that frame construction is prohibited in many sections, while good frame construction and inspection is not enforced in any. After making my own investigations and listening to the reports of these experts, I set about to consider what the Southern Pine Association, as leaders in the lumber industry, could do to assist the future builders in Florida and all other sections of the country to avoid a recurrence of this horrible disaster.

For many years I have been familiar with the situation in New Orleans and the Gulf coast towns. In fact, I once owned a frame home in New Orleans. I know how wooden houses are built. Except for roof and minor damages, they are never injured by hurricanes which always have and always will visit that section.

On my way to Miami I stopped off for a half day in Pensacola, where there has been no recent boom and which was free from concrete blocks. There ships were blown out of the water, docks destroyed, trees blown down, but only porches and roofs of homes were damaged. Here also the shingle roof and frame house stand as a monument to sane construction.

I know that frame houses are the ones which best stand the ravages of the West Coast earthquakes. With all of these things in mind, and knowing that frame construction is not only the best but the cheapest form of home building, I felt that here in Florida is the lumber industry's greatest opportunity to do a constructive thing for the future home owners of this country and that right now is the time.

Meets With Retail Lumbermen

With this in mind I met with the retail lumbermen of Miami and the surrounding communities. At this meeting were present our field engineer, our consulting architect, and one of our directors, M. L. Fleishel, of Jacksonville. The retailers, a fine body of men, were anxious to hear from us. The chairman announced that we had some constructive suggestions to offer, which seemed what Florida needed.

Our technical experts were given the closest attention as they reported their findings and made recommendations on how similar damages could be avoided. These things were all agreed to by the lumber dealers, but how to get them across to the buyers and builders was the question. The problem was put squarely up to us, and a definite plan was demanded. They wanted more than reports. They wanted our story impressed upon

the minds of every person in Florida and throughout the land. That was our job. We came to help. We must not sidestep. We must offer a definite plan which would educate not only the storm stricken people in Florida, but those of the whole Gulf coast and of the country in general, because no one knows what section may be visited by the next disaster.

Wood Products Sleep While Substitutes Hustle

As I said before, the Florida State and municipal building codes are very unfriendly to wood construction. That seems strange in a State which produces some of the finest structural wood in the world. It simply shows that the lumber industry has been asleep in Florida, and that our competitors have been very active there. This fact was also demonstrated in the advertising columns of the leading Miami papers while we were there. Our substitute friends were buying space in quarters, halves, full pages and two page spreads, all pointing out isolated cases where their materials had withstood the ravages of the storm.

Poor and Misused Materials

Now I am not one who finds no good in any construction material other than lumber. I have sold all kinds of building materials. I find them all good for certain purposes, when of good quality and properly used. This Florida storm uncovered the most evidence of poor and misused building materials this country has ever seen.

The most general failure in the storm area is the concrete block. So far as I could see, houses built of these all went down. They positively did not stand the hurricane, yet good concrete blocks are fine in their proper place.

The same can be said of sheet roofing. Out of the thousands of houses I saw standing in the storm sections, the number with undamaged sheet roofs is not worth mentioning. But it goes on quickly and cheaply and I witnessed the sale of probably a hundred carloads of it as I visited among the dealers in that section. People are begging for roofs.

Use Wood—Wood Stood

The wood shingle and the good frame house stand higher in the minds and hearts of the people in the storm sections of Florida today than they have ever stood in any section, unless it is in the earthquake area of the West Coast. You know wood construction got a great boost from the California earthquake. The rebuilding slogan out there was "Use wood—wood stood." And isn't it strange that in those two sections, wood construction has had its hardest fight with building codes?

Hit While the Iron is Hot

The time to sell anything is when people are in the market and ready to buy. I believe the people of Florida are in the market and ready to take ideas for their future best interests, and so we set out to sell them on good wood construction.

We proposed to the Florida retail lumbermen that with their cooperation, the Southern Pine Association would undertake an educational campaign for good wood construction, such as no section of this or any other State has ever seen, and one that would be felt not only throughout the hurricane section of the Gulf coast area, but all over the country. We did not ask for money, but simply for sustained good will and cooperation. And right then and there every dealer present pledged his wholehearted support.

Submits a Definite Plan

Our plan was that one or more lots in attractive and accessible sections be secured upon which frame houses, properly planned and carefully supervised, will be erected. This is no new idea. In fact we did not want to offer a new idea. We wanted time-tested ideas. As our architect had said, hurricanes are not new, and certainly good wood construction is not new. But both seemed to have been new to those who have built in Florida during the last few years. There wasn't a moment's hesitation on the part of these Florida retail lumbermen—they voted unanimously to finance the lots and the houses.

Analyzes Work To Be Done

To put over our idea successfully, we must have the good will and cooperation of the city manager of Miami, which is under a commission form of government. We would have to do the same with the city engineer, building commissioner and building inspector. We know that eventually we must amend the State and municipal building codes. To make our educational campaign of lasting benefit, we must educate the architects, engineers and contractors of the State. To make it practicable, it must convince the financial agencies, who now in

many sections refuse to lend money on frame buildings. To get our ideas across in an impressive way to the greatest possible number of people, we must have the constant help of the editorial columns of the daily press. Because, after all, it is the people we are trying to reach, convince and benefit. Some of our matter we must make striking and particularly effective. That calls for paid, displayed advertising. This the Southern Pine Association will take care of.

Arouses Interest and Enlists Cooperation

With this analysis before us, we set about to get things going. Days, nights and Sundays were taken up with conferences and luncheons. All of the different factors were got together, and convinced that our plan was practical and would prove effective. Let me say right now that in all our experience in similar work, we have never met a finer lot of men than those of Miami and eastern Florida. The city manager and other officials, the owners and editors of the principal papers, the leading architects, engineers and contractors, and above all the committee of lumber dealers who sat in at all of our conferences, in their friendly manner made plainer the reason for Florida's wonderful advancement and development. Our plans were heartily accepted by all. Every assurance was given us that they will be carried through.

We were invited to have our experts offer suggestions and advice on the revision of the State and municipal building codes.

Embodying the suggestions of our experts, plans for the buildings to be erected will be drawn, and the work supervised by a representative selected by the architects from their organization. The contractors will select one of their body to do the work, and the dealers will see that the proper lumber is furnished.

A Broad Educational Campaign

The buildings will at all times be in charge of expert demonstrators who will explain their details to visitors.

Detailed drawings and explanations will be carried in the papers and distributed in circular form. Sections of the revised building codes pertaining to wood construction will be sent broadcast to all interested parties.

Feature stories filled with pictures and human interest regarding the work will appear daily in the papers as it progresses. High school students and carpenters will be given courses of instruction, using the buildings and the publicity as laboratories and text books. In addition to the regular staff editors and reporters, the Southern Pine Association will keep a special feature story writer and publicity man constantly in the field.

Florida Retailers Have Big Stocks

And is all of this just a scheme of the merchandising department of the Southern Pine Association to sell some lumber? No, we made that point clear on every occasion. The fact is that there is enough lumber in Florida right now in the retail lumber yards to last for some time. From the time I left the train at West Palm Beach and started on the 60-mile drive through the storm area, reaching twenty miles south of Miami, I was astounded at the enormous stocks of lumber on hand and the blackness of the stacks, which gave unmistakable evidence that the building business had been practically at a standstill for the previous six or eight months.

Shippers Need Merchandising Brains

These stocks consist of all kinds and species of lumber. During the rush of a year ago, cars and cargoes of lumber were rushed to Florida without regard to rhyme or reason. While the neighboring Florida mills stood in amazement at the lack of intelligence shown by the manufacturers and wholesalers in all other lumber producing and distributing sections of our continent, Florida was literally buried under boards. Cars by the mile filled the team tracks, private tracks, side tracks and rip tracks, from one end of the State to the other, and most of them loaded with lumber. As many as sixteen to twenty barges, schooners and ships were trying to unload lumber at the same time along the short Biscayne Bay front of Miami. The city manager himself told me the lumber people were the wildest group he had to deal with. Right now one of the most spectacular sights in the storm section is a Seattle ship, bearing the name of a West Coast lumber shipper, resting high and dry in the middle of the beautiful Palm Park, a few feet from the leading Miami hotels and three blocks from the bay.

A Miami dealer mournfully told me that he had bought the ship's cargo. He further stated that the ship had remained in Miami harbor all this

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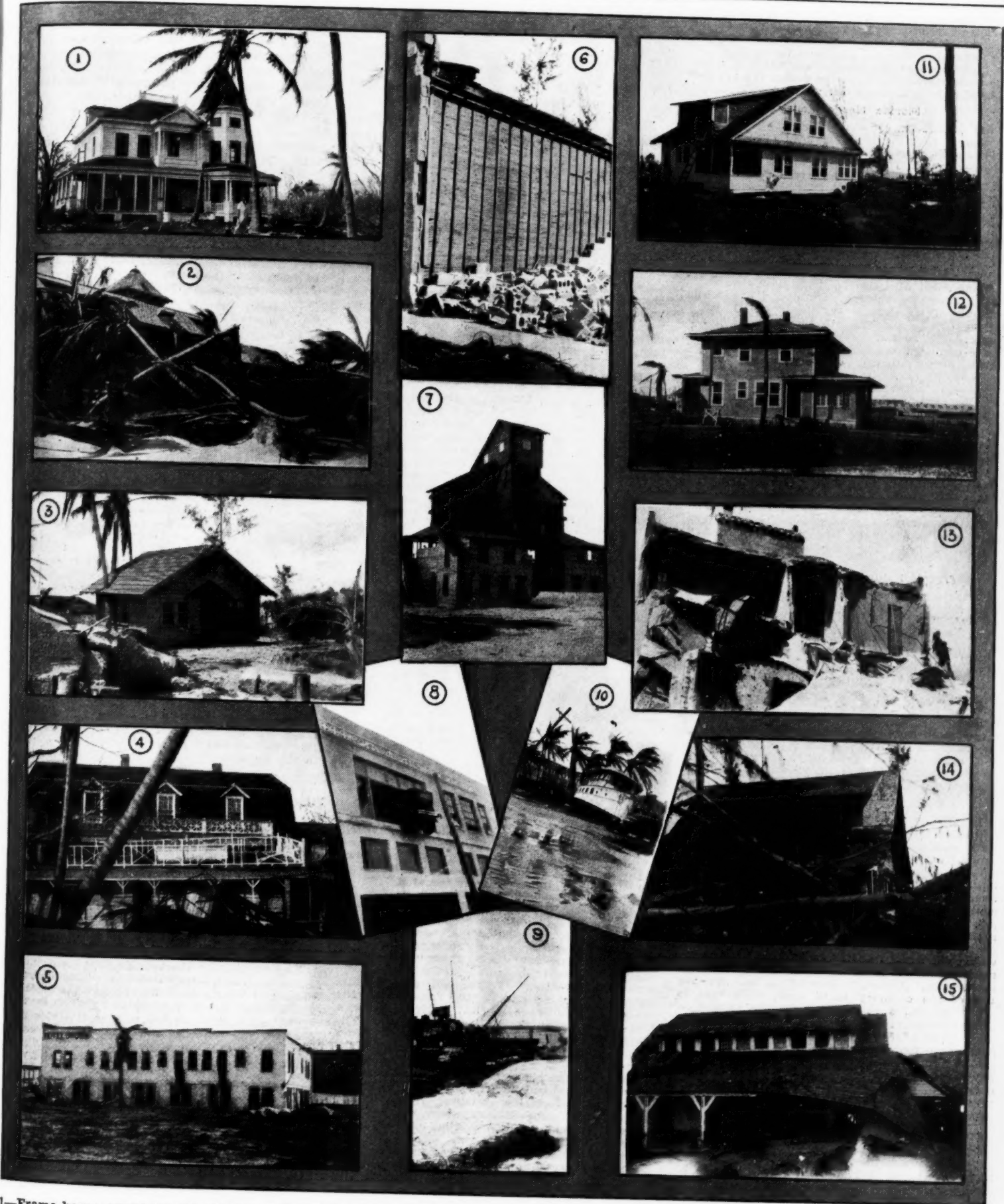
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1—Frame home owned by Mr. Pepper, realtor, Miami. It received practically no damage. 2—Los Olas Inn, Ft. Lauderdale, was exposed to the full fury of the storm but remained standing though damaged by falling trees. 3—The wind and water moved this frame building but it stood up. Note ruins of concrete building. 4—Wood house boat visits frame house at Cocanut Grove. Neither received serious injury. Water here 16 feet deep. 5—Hotel Brown, Miami. Windows blown in but otherwise not injured. 6—The concrete block wall was destroyed but the 2x2 furring strips, wood lath and plaster held. 7—This wooden cement block factory, though open and in exposed position, received no damage. It has 12x12 timbers in superstructure. 8—A freak of the storm. 9—Pleasure boat high and dry on beach. 10—Wreckage on the beach. 11—Loss of windows only damage to this frame cottage. Note ruins of concrete building in background. 12—Frame residence of United States engineer, Miami. No damage here. 13—Six rooms of this reinforced concrete and tile home were blown off. 14—Frame house with wood shingle roof at Cocanut Grove. Some damage from falling trees. 15—The Coast Guard station on the beach at Miami was exposed to the full force of the wind and waves. The damage shown was caused by water.

time because the owners found it impossible to secure a return cargo, that he had most of the fast deteriorating stock on hand and that very little money had changed hands on the stuff, either of the owners of the houses into which it went, the contractors using it, or the dealer who allowed himself to be talked into receiving it.

Florida Needs Money

One of the most common complaints in the boom section is that everybody is head over heels in debt, and that credits are frozen, or destroyed by wind or water. The Florida sawmills are nursing the dealers along as faithful wives would handle

drunken husbands, hoping that when sobered up they will use some sense and at least listen to reason from those who have their best interests at heart. About all of the orders for lumber that are being placed by the Florida dealers are for sheathing and rafters. These the Florida mills can easily handle.

Lumber's Chance to Make Friends

No, it isn't business for Southern Pine Association mills that we have set out to get in Florida. It's to regain goodwill for wood construction, and to take advantage of this

opportunity to educate the people on how to protect themselves through the proper use of good lumber. If we can do these two things, our future business will take care of itself, and the Southern Pine Association will uphold its reputation of many years for a broad-minded, constructive policy with definite results. We hold the center of the stage in Florida; the spotlight of publicity and the attention of the people are on us. We must perform properly. That's how the Florida storm struck me.

Lessons of the Florida Disaster

(Continued from Front Page)

sections down with them.

Lee Caruthers made a careful and systematic estimate of the damage sustained by 100 stucco houses (frame and concrete block) and 100 all-lumber-built houses. He finds that stucco and frame combined stood up better than stucco over cement blocks. Damage to stucco houses (frame and concrete block) he places at 54 percent; damage to all lumber-built houses he finds reaches only 16 percent with no loss of life recorded in a lumber-built house.

Parapet Walls Fail

From Fort Lauderdale, south through Dania, Hallandale, Hollywood, Miami, and Miami Beach, are hundreds of 2- and 3-story apartment houses, or hotels, built of stucco over cement blocks or hollow tile with reinforced concrete columns and girders. Nearly all have the familiar parapet wall, and these more often than not are damaged, or blown down; if the latter, the building usually is unroofed, and often a wall section has given way.

Tragic Failure of Concrete Blocks

One story garages, such as those of the Broward Nash Co. at Fort Lauderdale, and the Hollywood Nash Co., built of 8-inch concrete blocks, collapsed or were damaged structurally in almost every case.

This Broward Nash building is an example of hocus-pocus in the boom building game. There is the usual 8-inch concrete block wall with 16-foot story height. What appear to be 18x16 inch pilasters in the wall to carry the roof trusses are nothing but 2x4's covered with wire mesh and plaster. When these on the north side failed, naturally the roof trusses, which are 4x10's, lower and upper chords, gave way. However these trusses saved one-half of the cars in storage, and will be used again in the new structure.

The Storm's Argument For Divided Sash

In Miami, the larger buildings, those of six to twenty stories in height, suffered slight structural damage, although many of them on the water front met the full rush of a 130-mile gale. In this group I also place the Royal Palm Hotel, built thirty years ago, one of the largest frame structures in this country, and certainly presenting far more wall surface to the storm than any building in the storm area. The galvanized roofing in the east corner was blown off for a considerable distance, subjecting the building to water damage. But the shingle portion of the mansard roof is intact, and few if any windows are broken. And right here let me say that the use of the ordinary wood sash, with four to six divisions, is responsible for the protection of thousands of dollars' worth of interior furnishings and furniture. Later, all over the storm section we found these divided sash, with glass intact and household goods safe. Larger window panes were blown in, with resultant heavy damage to property. This offers a great trade promotion possibility. No one can escape the conclusion reached above.

Actual Instances Cited to Support Statements

In reporting such scenes as I saw, and photographed for any information such pictures may have for the lumber industry, it is well to be specific. In all I took more than 100 pictures, each one selected, not as a picture of terrible desolation or of abject ruin, but for its particular bearing upon some construction problem of interest to the lumber industry. Whenever possible I tried to get the element of contrast into the scene, as for instance in a view showing a concrete block bungalow home in the foreground and the frame house of W. C. Roome, 101 34th Street, Miami Beach, in the background. All that remains of the former are a few concrete blocks and pieces of red tile roofing. In the background is the Roome house collapsed by reason of undermining action of the water, but still there. This house was well built. It was bolted to

its foundation. It is an example of splendid framing; 6 x 8 longleaf pine beams; 2 x 10 joists; No. 2 sheathing, nailed on diagonally; cypress shingle siding, laid 5 inches to the weather; wood lath and plaster; yellow pine flooring; wood shingle roof, and a 130-mile gale did not blow the shingles off the roof, let alone blow away the house. Much the same kind of contrast is shown by the picture of two houses in Dania.

Farther north at 4011 Collins Avenue, near 41st Street, Miami Beach, is the house owned by Mrs. E. B. Orr, of Piqua, Ohio, and occupied by Mr. and Mrs. R. E. Patterson and daughter. This house is absolutely the last word in fire-proof construction, "permanent" construction some would call it. There were heavy reinforced concrete columns, hollow tile partitions, and tile roof. I interviewed Mrs. Patterson who kindly took me through as much of the house as could be reached. Six rooms and the beautiful plaza were washed into the ocean. The house is a wreck. (See Fig. 13, page 49.) After seeing this one is forced to exclaim that it's a miracle any lumber construction was left anywhere in this section.

The Lumber-Built Coast Guard Station

Several miles farther north is the coast guard station, now inactive, but right in the path of the same gigantic forces which wrecked the Orr home, and a dozen others like it. We reached this spot only by leaving the car parked a considerable distance back from the ocean front and wading through deep sand which completely covers the remaining fragments of the once beautiful ocean drive. This frame house, (See Fig. 15, page 49) while severely damaged by the water, is really in better condition for occupancy than the "fireproof" homes to the south. The captain on duty lives here with his 7-year-old son. When the sea came rushing through the house knee high, he wrapped the lad in a blanket and took refuge in a thicket on higher ground 120 feet in the rear of the station. Here for more than six hours he held the little fellow in his arms with the water swirling about his waist. "If it had come much higher, sir, we would have been in a bad way, but the little fellow never whimpered."

Another Score for the Frame Stucco House

Just south is a frame stucco house, Normandie Beach, South, 200 feet from the coast guard station. Two young men, sorry to have missed the July storm, purposely came to this house so that they might have the full effect of this storm which the weather bureau said was coming. Parking their car outside the house along the roadside, they went to bed early, and slept there throughout the entire first storm. The water was whirling all over the down stairs part of the house. The boys were angry; the house escaped serious injury due to good frame stucco construction, but their auto was buried in sand 100 feet off the drive.

This is interesting because frame stucco houses are in the minority here, stucco over concrete block or hollow tile usually being favored.

North of the coast guard station is a frame house rather badly wrecked, but showing that the garage and a new Hupmobile decided to stay together. Lumber always sticks to its friends. Six of the largest mosquitos in America died a horrible death while a picture was being taken.

Half a mile to the south stands Deauville, with its much advertised beautiful bathing beach and Casino. The flag flying to the breeze typifies the rehabilitation spirit of the people who will build anew on the ruins of the old.

So far, the damage to Miami Beach may be charged up as water damage, and no type of construction, however "permanent" it may once have been, was spared. Good construction certainly was not dependent on specific materials.

Good frame construction, however, although not often found in this section, more than justified the faith of its builders.

Lumber's Prize Exhibit

In further support of this viewpoint, I want you to see the "prize" house of the entire storm area, bar none, regardless of the type of construction with which it may be compared. On the most exposed point within the storm area on the United States Government reservation on the north side of the Government cut, Miami Beach (South), stands today, undamaged, the lumber-built house, with wood shingle roof, in which lives the United States engineer and his family. (See Fig. 12, page 49.) They were there during the storm. No windows were blown in; no doors blown off their hinges; no part of the roof blown away; there was no leakage through the side walls. But the engineer will grimly tell you that between 300 and 400 feet of their shore line was washed away, and that in all his experience with many hurricanes in the West Indies he never saw the wind blow harder. The house is built right. In addition to good frame construction which is anchored to the foundation, two tie rods run through the building. These two rods added about \$30 to the building cost. Needless to say the greatest care was exercised in laying the shingle roof and tying it in with the roof superstructure. We are privileged to quote this engineer as saying that the "wood shingle clearly stand first and then comes the metal roof. Tin roofs and tile roofs are no good at all." Looking back from the house toward the Casino one can see within the radius of a half mile many frame houses levelled flat—poor, shoddy imitations of the real thing, with rafters never spiked to the sidewalls, and with no partition ends well spiked to the walls.

Another picture showed the house and its 1,000-gallon water tower, and still another the United States engineer's office, a one-story lumber-built structure, about 100 yards from the house, with walls and flashing intact. The asbestos shingle roof was partly carried away, due, the engineer believes, to improper laying of the shingles.

In days to come there may be those who will seek to disparage good lumber-built construction in order to make out a better case for a competing material. Let them first visit this house. Look it over carefully! Then set down the facts.

The Engineer Sums It Up

To one viewing the results of the storm, this sight was absolutely thrilling. This house so completely challenged admiration that one almost failed to hear the engineer quietly say:

"In my opinion, so far as reports which have reached me go, the property damage here is due chiefly to three things:

"1. Lack of storm blinds—thus enabling wind and water to beat their way into buildings, and then pound their way out again. Wood shutters would prove to be a wonderful safeguard to residences.

"2. Weak parapet walls on apartment houses built of stucco over concrete block or hollow tile. These ruined many a building.

"3. Improper bracing of structures—just plain construction neglect."

And we submit to you, he ought to know. In truth, he does know.

The Story Told by Las Olas Inn

With reluctance I left the engineer's home, trying to think if anything I had seen was at all comparable to it, and there flashed before my eyes a scene which I had photographed the day before—Las Olas Inn, on the beach near Fort Lauderdale, 25 miles to the north. (See Fig. 2, page 49.) This inn is a lumber-built structure, with cupola, on concrete block foundation, and with another of those wood shingle roofs which stay on the job. Some idea of the battering

against which it stood may be gained by looking at the more than 200 uprooted trees which completely surround it. Twisting and crawling through the snarl of tree roots and branches, suddenly I came upon a row of four or five frame one-story cottages, and a little farther on the Las Olas Open Air Dance Pavilion. There they were, partly covered with debris but still structurally intact. I waded knee deep in sand back to the car and before leaving could not help but reflect on man's weakness in the presence of the great Power which rules the universe. And then I could find some comfort when I turned for a last glimpse of Las Olas Inn, its tower riding high above the prostrate palms like some ancient monarch receiving the homage of his subjects. It was awe-inspiring.

Lumber-Built Homes Became Houses of Refuge

I was often told of good frame buildings which saved many lives during the storm. South of Fort Lauderdale, on the Dixie Highway, stands the 4-story lumber-built home of E. W. Crane, Box 128, Hallandale, Florida. Here is a house which sheltered the Crane family, ten neighbors, 110 chickens, three dogs and one cat. Mr. Crane hails from South Dakota where they sometimes have tornadoes.

He built this house, with 16-foot square base tapering to 14 feet at fourth story, with seven windows and one door to each floor, and a stairway on three sides, at a cost of about \$7,000. The foundation extends 34 feet each way, is eight sided, and there are three tons of concrete in the base. The studding is either bolted to steel or poured into concrete. No. 117 yellow pine siding was used. The only damage

to the roof remained to be put on. Bertha L. Chisholm is the owner, and C. F. Chisholm, the contractor. The nails pulled right through the material and the house was wrecked. Two workmen on the job stated that their orders were to replace the sheathing with more Celotex. Directly across the street, with little damage, is the lumber-built home of Dr. Knowles, a veterinarian.

**Down Come Concrete Blocks:
Up Goes Lumber Siding**

Not all property owners, however, have failed to heed the lesson taught by the storm. It was a pleasure to visit the Little River Hardware Co., 78th Street and Dixie Highway, J. R. Bozarth, proprietor—formerly of Kansas City. It will be seen from the accompanying illustration that Mr. Bozarth is replacing his concrete block walls with lumber, sheathing nailed on diagonally, and with 2 x 8 studding used all around. He's building for a 100-pound floor load, is tying in his roof, and using pine for flooring. In his own words we quote, "I'm off the concrete block." He even plans to raze and replace the rear of the building as quickly as he can. He carries a \$148,000 stock. In this instance, reinforced concrete and concrete blocks could not keep the wind from carrying the second story out.

This is the only example noted of replacement of poorer construction with the best type for this class of occupancy. The tendency so far noted has been to put the same materials back as quickly as possible, and trust that Miami will never have another hurricane. Mr. Bozarth stated that in Kansas he was used to tornadoes and high winds, and appreciated now the neces-

premises of the beautiful home of Harvey F. Firestone, 2626 Collins Avenue, Miami Beach. The concrete bulkhead here is practically intact, although raging seas poured over and around it, and usually carried away all such construction elsewhere along this beach, even when the concrete was supported by 3/4-inch and 1-inch rods. Mr. Firestone's concrete bulkhead has 8-inch and 10-inch wood posts set right in the concrete, spaced about 4 feet apart. These held; they were not undermined.

Reinforced Concrete Failures

The First M. E. Church South, in Hollywood, is an example of interlocked hollow tile and concrete failure. This church, built in 1924 at a cost of \$40,000, is a total loss. The concrete corner columns are 24 inches square, and side-walls are the customary 8 inch hollow tile. The church is well inland. Rev. J. W. Blake is the pastor. Pictures and stories now widely circulated by Hollywood promoters do not include reference to this structure.

The White House Grocery Building, owned by the All American Club, 8th Avenue and 4th Street, Miami, illustrates another failure of reinforced concrete columns and beams, using 3/4-inch rods, concrete block walls, and Barloy joists. The steel roof trusses failed only when their supports gave way. Damage is entirely due to wind from the first storm; i. e., the one from the North East.

Still another impressive reinforced concrete failure is found in the case of the Ojus (Florida) Public School, with a capacity for 200 pupils. Eight-inch poured concrete reinforced with 3/4-inch twisted rods was used. The partitions



Left—This frame house of E. W. Crane, Hallendale, sheltered 10 neighbors, 110 chickens, three dogs and a cat during the storm and came through without damage. It is sixteen feet square at the base and fourteen feet square at the fourth floor. Mr. Crane lived formerly in North Dakota and built his house to stand. Right—The Alhambra, a small boarding house in Miami. The only damage was caused by water. The wood shingle roof is in perfect condition although laid fifteen years ago. Seven boats and barges were driven into the yard by wind and waves.

to the house was from rain coming through the roof leaks (not a shingle roof), the windows, and the front door which was blown open, and couldn't be closed. Mr. Crane says, "When you frame houses as they do up north they stand. A few extra studding, braces, and nails are worth while." A view of this house after the storm is shown herewith.

To the north about 75 feet was a small frame house. This house turned upside down, was moved 50 feet off its foundation, and then deposited right side up where shown in the Crane's side yard. What other materials could stand this usage?

Just beyond this house I saw a man looking for his home. He said "We have 100 sheets of tin yet to be found, and I don't know where they are."

Up the road a little farther a man and wife—just young folks—were searching the roadside for their house. Piece by piece they were trying to build a new home, out of the wreck of the old.

No wonder people fled from their homes to take shelter in the Crane home. Had this home stood in crowded Hialeah it would have been a veritable tower of refuge, and might easily have saved scores of lives. Its presence in Hallandale is a daily reminder to build right, and to build of lumber. Will these neighbors heed the warning?

A Celotex House Completely Fails

We saw few Celotex houses. There is a small group outside Fort Lauderdale. At 2965 N. W. 17th Avenue, Miami, was a Celotex house the construction completed to the point where only

sity for using good frame construction in Miami.

Here, too, is where we found the teakettles high on his shelves, with lids on, and yet filled with water. A big water bottle with ground glass stopper, empty before the storm, was full of water, the stopper still firmly in position, when the storm was over. Back of this building, an empty wash tub rested on three one-gallon syrup cans. When the storm had passed, the wash tub, filled with water, sat on those same three cans in the same position—and yet the wind wrecked the building. Whew! You tell one now.

Mr. Bozarth told of a neighbor who never has owned a piano. The storm placed two pianos on his front porch.

When he told that, we unravelled our prize story. A Miamian lost his refrigerator. A neighbor told him one was "way down the street." And so, eight blocks away, this man found his refrigerator, and to his surprise a dozen eggs remained unbroken, and a pint can of milk was untouched.

I mention these to show something of the unusual, and also to provide background for the Little River Hardware Co., and its owner, whose judgment we respect highly.

Wood Furring Strips to the Rescue

A one-story business block, 1760 W. Flagler Street, Miami, was interesting because it showed the concrete block wall collapsed, and yet the building itself was saved from collapse by the wood furring strips which supported the ceiling beams. (See Fig. 6, page 49.)

This good turn done by lumber for one of its competitors also recalls something seen on the

were of ordinary construction, with one thickness walls without pilasters. The north second story wall fell in; the south second story wall fell out. Now workmen are busy pulling down the other walls, and Ojus has no school building except the temporary buildings now being constructed in the rear of the school premises. The wood sash and doors will be salvaged. Did someone blunder badly here? Suppose this had happened while schools were in session?

Racing Against Time in Hialeah

The Miami Jockey Club in Hialeah is the mecca for those who follow the ponies. When one massive reinforced concrete column gave way, the steel framing in the northeast corner started to follow suit.

Of the twenty-five lumber-built stables within the same grounds, twenty-two are not damaged; three suffered damage to roofs only. Yes, repairs will be made, and the racing season will open Jan. 15 as usual.

I may add in passing that I took very few pictures in Hialeah, where the damage to homes is appalling, and where so many lives were lost, and even now more than 100 are reported missing. Pictures would have little significance. The construction was flimsy, and nearly everything failed. The scene, of course, is one of nearly total destruction so far as small houses are concerned. They were not anchored to their foundations; they depended on weight alone to resist being turned over or shoved off their base. These houses were built as cheaply and quickly as possible, and only with the idea of providing shelter from sun and rain. Lumber

failed in Hialeah, as all other materials failed. There is no defense to make. It was to be expected.

Other Camera Records of Lumber's Strength

The Alhambra, at 60 S.E. 4th Street, Miami, Mrs. A. O. Yearian, owner, has seven boats or barges in the yard. Notice in the view of this house herewith the perfect condition of the roof after fifteen years. Aside from water damage to the interior, and to the shrubbery, the house lost only the bannisters from the porch.

Residence of John Semler, Brickel Ave. This was damaged by water largely. A barge came into the dining room when about 16 feet of water was running over the street. I talked with the only man on board when the boat came in over the trees. He jumped overboard just before the barge struck, and succeeded in climbing through the second story window of the house to the South.

This beautiful lumber-built home still stands at 1725 Brickel Avenue, right on the bay front. (See Fig. 1, page 49.) Mr. and Mrs. N. W. Price were caretakers for Mr. Pepper, of Pepper & Potter, real estate agents in Miami. Mrs. Price said to me, "We never expected to live through it. We just gave up. It was pitch dark; every wave would rock the house a little harder; daylight was never slower in coming." It is perfectly fair to say that had this particular house not been of good lumber construction, it would have shared the fate of those beautiful homes on the ocean front at North Miami Beach—homes, many of them the last word in "permanent" construction.

It was interesting to note that every lighting

be heeded. Construction must be sturdy, of good materials, properly used. In this new building program lumber on its merits has earned the right to wider recognition and use than has been accorded it here and elsewhere. The hurricane has added another chapter to the story of Lumber's Service to Humanity.

The Spirit of Americans

I can not close without a word of praise and admiration for our fellow-countrymen who have been able to smile through their tears, and sturdily prepare to replace and rebuild their own section of our United States. Help, many of them must have, and will gladly accept, for help of this kind is not charity. They seek only an opportunity to plant and to harvest, to live by the sweat of their brows. The spirit of conquerors is theirs, and it is "spirit, not materials, that make a living city."

Want Truth About Wood Construction

JACKSONVILLE, FLA., Oct. 11.—Lumbermen in this section are much incensed over a statement that appeared in a signed interview on the Florida hurricane situation, by Roger W. Babson, of Babson Park, Mass., that was printed in one of the Jacksonville dailies and in other papers throughout the country, in which Mr. Babson said: "The best thing that Florida could do for future generations would be to pass a law against the building of any more

no one." What a statement for an economist to make!

The letter to Mr. Babson concludes:

The facts and conclusions from the Florida hurricane are contrary absolutely to your very harmful statement about frame construction. If you are to enjoy any of the confidence or respect of the lumber industry of this entire country, you must take as prompt measure as possible to retract your words. Tell only the truth about wood construction. That will be enough.

Lumbermen generally, manufacturers, retailers and wholesalers alike, feel that in this suggestion that a law be passed forbidding the building of any more frame houses in Florida, there is a possibility of a grave injury to a great industry without benefit to any home builder. In fact, as is pointed out in the letter referred to, abolition of frame structures would work a hardship on that class of people to whom frame construction particularly appeals because of its economy.

Story Belies Facts

SEATTLE, WASH., Oct. 9.—Vigorous exception is taken by West Coast lumbermen to statements made in the Literary Digest of Oct. 2 in its leading article entitled "Florida's Fight for Recovery," conveying the impression that buildings of wood construction suffered more severely than other types of construction in the Miami hurricane. Exactly the reverse is the story told in other accounts of the disaster, while photographs show that wood construction, properly put up, has emerged with slight damage. On the foregoing points, the West Coast Lumber Trade Extension Bureau Wednesday sent the following wire to the Literary Digest:

Caption, "What Happened to Frame Buildings in Miami," not in line with facts told in same story quoted by Digest from New York World, Sept. 22. Also building at left in your picture belies caption. Our engineer on ground making careful study Florida damage reports to us same as early press dispatches that well-built frame construction survived successfully, and most damage due in all materials to poor construction. Most unfortunate that Literary Digest, with millions of readers living in frame construction, should give public entirely wrong impression. If caption stated poor construction was the fault, it would have been in line with available facts and of benefit to everybody.

This telegram was also sent from Longview, Wash., by John D. Tennant, vice president and general manager of the Long-Bell Lumber Co., who is president of the West Coast Lumber Trade Extension Bureau. No answer has as yet been received to the telegram.

Continued Prosperity Indicated

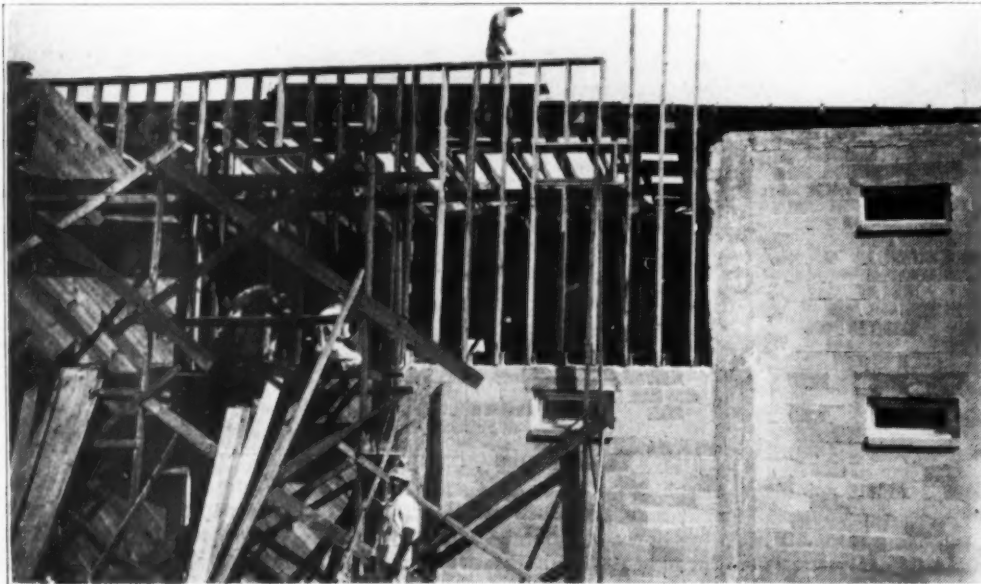
NEW YORK, Oct. 11.—A continuation of the present trade activity and prosperity for the coming year was indicated by a survey of industrial conditions presented last week at the convention of the National Association of Manufacturers at the Waldorf-Astoria. As to present trade the consensus was favorable, 92 percent.

Better business than in 1925 was reported by 50 percent of the manufacturers, while 25 percent placed it as the same, and 25 percent placed it as lower. The survey was made by a questionnaire to all members of the association. Prospects for the winter were viewed as excellent by 16 percent; good to fair, by 82 percent, and poor, by only 2 percent.

The reports on building and building materials showed: Excellent, 10 percent; good to fair, 88 percent; poor, 2 percent.

Speakers at a luncheon at the Waldorf urged coöperation between the nation's industrial concerns and the War Department for the establishment of industrial preparedness as a means of maintaining peace and prosperity.

A MONSTER SUGAR PINE TREE has been cut by the Pickering Lumber Co. at Camp 34, north of Tuolumne, Calif., which will log 30,000 board feet. The tree was nine feet in diameter at the butt, and 228 feet high. It was limbless up to 102 feet.



The concrete block building of the Little River Hardware Co., Miami, damaged by the storm, is being rebuilt with lumber. The sheathing is being nailed on diagonally to 2-by-8-inch studs. The roof is being tied on and pine used for flooring. "I'm through with concrete blocks," the owner said. He had a \$148,000 stock.

fixture globe on the ceiling of the porch was filled with water. This house at times must have had 12 feet of water striking at it. In the evening, after the second storm, the Prices waded in water waist deep to the garage.

Failure of the Parapet Wall.

The Brown Hotel, a two-story frame construction building, South Miami Beach. (See Fig. 5, page 49.)

I went to this location expecting to see every frame building in ruins. This is the great Casino section of the beach, and I had been told that everything was gone. This Brown Hotel is old but it withstood wind and water with less damage than most of the other two- and three-story hotels and apartment houses which abound in this region. A three-story apartment house at 1559 Michigan Avenue, of hollow tile construction, suffered the usual damage—the parapet wall carried away.

The failure of parapet walls is everywhere noted. In fact it is the exception to find a parapet wall intact throughout the storm area.

Lumber's Place in the New Program

Much of the building now being done is, and must be of a temporary nature. Houses must be protected as speedily as possible and families made comfortable. But when the actual rebuilding begins, the lesson of the hurricane must

frame houses. If the legislature of Florida would pass this simple law it would hurt no one and the disaster would be worth far more to the State than it has cost."

Officials of the Southeastern Forest Products Association have taken up the matter, and a letter has gone to Mr. Babson from the executive vice president of the association, calling his attention to the obvious error on which his statement is founded and on the great injury that may follow to the leading industry of Florida. After quoting statements from retail lumber dealers in various sections of the State, to the effect that wood houses properly constructed withstood the effects of the storm better than almost any other construction, this letter says:

The facts are all against you, Mr. Babson. You have made a statement for the world to read that because of your position may bring about incalculable damage to the lumber industry. This industry is the greatest from a tax paying standpoint in Florida. It is the principal commercial industry of the State. Florida has nearly thirty billion feet of lumber in its forests and tens of millions of dollars are invested in manufacturing. Other tens of millions are invested in the wholesaling and retailing of lumber. And yet you state in the article referred to, "If the legislature of Florida would pass this simple law it would hurt

Comments by Lumbermen on Florida Storm

In the previous issue of the AMERICAN LUMBERMAN there was mentioned a number of specific instances of faulty details of construction which contributed to the damage and destruction of houses and buildings by the Florida hurricane. Among these were weak parapet walls, particularly in the case of concrete block buildings; scuttle holes and roof vents so situated as to permit free entrance of the wind; "egg shell" construction, especially of stucco; cheap materials and cheap workmanship.

Lumbermen Cite Causes of Damage

J. I. Pavey, secretary-treasurer of the Paxon-Pavey Lumber Co., of Clearwater, Florida, states that in his city the loss was small and was caused mostly by the heavy rain which accompanied the wind. In two cases portions of roofs were taken from buildings. "This roof damage occurred," he says, "due to the fact that there was no parapet wall at the back of these buildings. The roof joists were laid on top of the masonry with overhanging eaves which caught the wind."

R. G. Hutchins, of the Hutchins Lumber and Storage Co., Blue Island, Ill., who is thoroughly familiar with the building construction methods in Florida, gives some information which is interesting because it makes plain the reasons for the damage and destruction to so many homes while others stood up with practically no damage:

The newer and cheaper types of dwelling that have gone up in Florida in the last few years, he says, have been built without any attention being given to safety. They are building wooden, stucco and concrete houses, merely scraping away enough dirt to get foundations. Where buildings were properly anchored there were no particularly serious results from the hurricane. I saw a 3-story building going up last winter. Insofar as being of use for trussing purposes, the trusses, 40 feet long, were built absolutely backward. The trusses were set on top of the wall and were not anchored in any way. This building was destroyed.

I have been going down to Miami for a great many years and have been renting each year. It is my opinion that a wooden house properly constructed is the best all around house to put up in that territory. The stucco, concrete and block houses all pick up so much moisture during the rainy season that they smell mouldy. A wooden house always remains dry within and does not have the musty odor.

"The buildings which were built substantially," says G. J. Duncan, Jacksonville, Fla., "withstood the storm but there were a great many shoddy buildings put up and sold for big prices to unsuspecting people and these were destroyed. Many concrete and stucco buildings were damaged and destroyed because the concrete was no good. This also applies to buildings laid up with 8-inch hollow tile (single course) without ties, the stucco being applied directly to the tile. Of course there was no strength here to withstand the wind. Frame houses that were well built stood up with little damage."

Insofar as the damage to frame buildings is concerned, John R. Schafer, Peninsular Lumber Co., Jacksonville, is of the opinion that the lack of good workmanship is largely responsible. "Just what an analysis of the destruction wrought on different types would result in as regards the withstanding ability of lumber I am unable to state, but it is my idea that one of the main factors to be taken into consideration, over and above the quality of lumber involved, would be the workmanship of the artisans responsible for the particular construction."

The great damage to cement block construction was due principally to poor materials and poor construction, in the opinion of G. B. French, manager of the Miami office of the E. S. Adkins Co., Salisbury, Md. He says: "Cement block construction was very badly damaged, largely due to poor and inefficient construction of either the mortar joints, incorrect mixture or insufficient lintels over outside openings."

Spanish Type Houses Condemned

In a long article which appeared in the *Miami Herald* of Sunday, Oct. 3, Charles Torry Simpson, a builder with forty years' experience and a resident of southern Florida for twenty-eight years, describes the ideal building for Florida conditions. We are indebted to the Hughes Lumber Co., Jacksonville, for a copy of this article.

The roofs of Florida homes, he says, should never be flat but should always have a pitch of at least one-third and have wide protecting eaves. The roof sheathing should be laid close, covered with roofing paper over which should be wood shingles, slate or tile. Cypress shingles, he says, make a better roof for Florida than any other material. If the lower two-thirds of each shingle is dipped in yellow ochre, paint or shingle stain, the shingles laid with a little over one-third of their length to the weather and each nailed with two galvanized nails, the roof will go through the worst hurricane with little or no damage. He also recommends good wood siding securely fastened to each bearing with two nails, instead of one as has been the practice.

He advises further that in future all roofs and upper joists be secured to the walls by heavy wire or some device that will prevent the wind from blowing them off. Piers should be large and set deep in the ground. If a half-inch iron rod is anchored firmly in each pier and brought up

gains entrance and either blows down partitions and the opposite wall, or lifts off the roof. The suggestion has been made that small panes of glass would minimize the danger of damage from this cause, and that wooden shutters which could be closed would practically insure against it. In this connection it is interesting to note that great damage was done to steel window sashes. In many cases steel sashes were so badly bent from the wind and flying debris, particularly in the large buildings, that they will have to be replaced.

Brick and Tile Construction

Little information has come to the office of the AMERICAN LUMBERMAN regarding the manner in which building of brick and of hollow tile withstood the forces of the hurricane, and such information as we have been able to obtain on these two building materials has been meagre and unsatisfactory, and in many cases contradictory. A bulletin issued by the Common Brick Manufacturers' Association of America quotes Major L. B. Lent, engineer for the association, as saying "Not one brick structure was damaged by the hurricane. Brick building withstood the wind pressure and the rush of the waves which were blown ashore by the storm." He also says, "The number



"This is a fair sample of what happened to concrete block walls," writes W. F. Shaw, to whom we are indebted for this and other photographs from the storm area. Note the wood shingle roof from the wrecked building.

alongside a stud, and so fastened to it that it can not be pulled out, there will be little danger of the house so secured blowing away. The Spanish type of house as constructed in Florida is condemned.

In reference to the flat roofs on the Spanish type of construction, Mr. Simpson brings out one point to which reference has not been made heretofore. This is that in storms such as this, accompanied by a heavy down-pour, the water accumulation on the roofs is very heavy. In some cases, he says, he saw the water running over the tops of the parapets. Miami requires that parapets be three feet high. A cubic foot of water weighs approximately 62.5 pounds. This means that in those cases in which the parapets overflowed, the roofs were supporting a weight of about 187.5 pounds per square foot of roof area. For a roof 25 feet square this would be a weight of about 117,187.5 pounds. No doubt the water on the roofs of flat buildings caused roof failure in many cases.

Windows Are Weak Spots

It also appears that the windows are the weak spots in a house when a storm of this intensity is raging. When the glass gives way, the wind

of brick residences was not large because Miami is far removed from the source of brick supply."

J. E. Craig, consulting engineer for fifteen Florida municipalities, was in Sarasota on Sept. 18, the day the hurricane hit the city. In an interview published in the *Sanford (Fla.) Herald* he is quoted as saying that three brick buildings had been destroyed in Sarasota. W. E. Tylander, treasurer of the East Coast Lumber Co., Fort Pierce, advises that it is his understanding that frame, brick and hollow tile buildings came through the storm better than those of other construction. W. S. Hawkins, of the Everglade Cypress Co., Loughman, reports that the cheap type of stucco construction suffered the greatest damage. Those of brick, poured concrete and tile stood second in the amount of damage sustained, while the smaller type of residence constructed entirely of wood, properly subfloored and sheathed, came through the storm in the best shape.

At Bagdad, Fla., a large pavilion on brick pillars was destroyed. Nearby was another pavilion supported on wood pillars which came through the storm with little damage. Fred Snoddy, of the Bagdad Land and Lumber Co., reports

this case and says: "The writer saw the wreck of the destroyed pavilion the day after the storm. It was demolished by the waves due to the fact that the brick pillars crumbled away. Nothing was left of it but a mass of second hand lumber and brick piled up on the beach. The pavilion that was not destroyed was also supported on a few brick pillars. These were destroyed by the storm. There were sufficient wood pillars under it, however, to keep it up out of the water and prevent its destruction." There appears to be no criticism to be offered against the brick details used in the large office and hotel buildings.

While it is hardly possible to arrive at any definite conclusions regarding the manner in which brick construction reacted to the hurricane from the statements and comments given herewith, they are included for the information contained in them. And in this connection it is interesting to note that while some believed the brick buildings stood up well, none of these people expressed the opinion that they have any greater resistance to high wind pressures than does the house of wood, properly designed and constructed with good workmanship.

Opinions on Rebuilding

In our issue last week the statement was made that the affected areas will be rebuilt. Newspaper reports and comments from lumbermen and others received since that time confirm this. The expression is general that the new construction will be better than that destroyed. As a matter of fact, as far as can be learned, reconstruction work is well under way.

H. L. Gardner, vice president of the Selden Cypress Door Co., Palatka, regarding reconstruction work says: "The section hit by the storm is fast recovering, but at present the program is largely, in fact almost entirely, one of repairing the damage. New building will not be undertaken until this program is finished. There will eventually be considerable building necessary to replace destroyed homes, and we feel confident that this will be of a much better type than formerly. Without any question, the storm stricken area will come back, and within a few months be better than ever. The entire people of Florida are grateful for the assistance so quickly rendered by the whole country."

"There appears to be no doubt that the stricken territories will be rebuilt," says A. M. Foote of the J. M. Griffin Lumber Co., Holo-paw. "Already a great deal of building is being done. The people in the damaged areas are sustaining their burden with splendid courage and look with optimism to the future. They feel that the cheaper type of construction has been wiped out, and that the buildings taking the places of the ones destroyed will be better and of a more permanent nature. They think the storm will ultimately prove a blessing to their territory."

Vernon G. Wilderquist, secretary-treasurer Seminole Lumber and Manufacturing Co., Fort Meyers, Fla., predicts that there will come out of the losses of Miami and the adjacent cities a greater and better locality than ever before. "The builders of Florida can not be daunted by storms," he says. "The future of Florida is assured and we who have seen it grow from a frontier land realize that work and brains have made and will continue to make Florida a veritable paradise. With natural resources of unbounded possibilities it is destined to be one of the richest States in the Union."

"Every indication is that the damaged portions of the east coast will be rebuilt even better than before," says Bradford Ansley, of the Ansley Lumber Co., Tampa, Fla. "The Miami spirit of progressiveness is one that can not be beat. We feel confident Miami will be in just as good shape this winter to take care of the tourists as in any other year of its history."

B. E. Sappington, Harper Lumber & Manufacturing Co., Plant City, says: "Everyone believes the east coast will be rebuilt; in fact they are already at it. I have not heard a single person express any belief but that rebuilding will be done. The main trouble at this time is for the property owner to finance the expense

of rebuilding or repairing the damaged property. Looking into the future I do not believe Florida has been damaged so much; in fact I believe the State will prosper as long as snow and ice come in the northern states and Florida has the climate we have had in the past."

"There is no question but that all of the hurricane district will be rebuilt but, of course, this will take time. The larger towns will be rebuilt right away. In my opinion within sixty days it will be hardly noticeable that there had been a hurricane in Miami, particularly in the business section of the city. Most of the stores and hotels are doing business now." This comes from A. D. Holley, vice president Aycock-Holley Lumber Co., Jacksonville.

"Miami and the east coast of Florida are going right ahead with construction work," says P. M. Ulseh, manager Robert R. Sizer Co., Jacksonville. "It is believed that the stricken cities will come back larger, stronger and more beautiful than before."

Joe McCormick, president McCormick-Hannah (Inc.), Orlando, holds the opinion that the rebuilt areas will ultimately benefit as a result of the storm. "I have seen many manifestations of the spirit that takes hold of the American people during catastrophes that have befallen them. That spirit is fast digging the people of southern Florida out of their chaos. Upon the ruins of the devastated areas, I am very sure, there will be built a greater, more substantial and a more solidly united Florida."

Florida Business Prospects

As a whole lumbermen in Florida are optimistic regarding business conditions and the future. Here and there prospects are not particularly bright, but on the whole it appears that more lumber will be sold during the next twelve months than during the last twelve, not taking into consideration that which will go out of the yards for reconstruction and repair work in the areas through which the hur-

Business in Brief

Despite weather conditions, rains and floods which have retarded the marketing of crops and retail buying in the affected areas, the statistical barometers still point upward. The railroads and the steel mills continue to be busy.

GENERAL The situation in the coal mining industry continues to improve. The movement of retail trade in industrial centers is heavy. September sales of mail order houses and chain stores exceeded those of August. Bank clearings decreased in September for first time since March, 1924 due to midsummer bank suspensions. Wholesale drygoods, clothing, hosiery, radio, floor coverings and tobacco show best condition. Failures for September were the lowest of any month this year. Failures for week ended Oct. 7 were 311 compared with 304 for week previous and 308 in same week, 1925.

September usually shows a decline in building permits and that month this year was no exception. Permits from 136 cities reported to Bradstreet's shows the greatest decline since March, 1925, which was sixth consecutive month to show a decrease. The total was \$242,313,840 against \$270,957,495 in August and \$270,610,771 in September, 1925. This is a decrease of 10.5 percent from August and 10.4 from September, 1925. The reduction is general throughout the country, no particular section showing a gain or a disproportional reduction over others.

Some corn destroyed and more injured in North Central States. Illinois reports 50,000 bushels destroyed and 30 percent of the crop of State damaged 10 cents a bushel. The estimate of the total corn crop of the country is 2,712,000,000 bushels as against 2,905,000,000 last year. Department of Agriculture estimates a possible cotton yield of 16,627,000 bales. The total yield last year was 16,104,000 bales. The record crop, 1924, was 16,134,930 bales. Further price reductions on cotton were recorded last week. Rains delay winter wheat seeding and indications are for a reduced acreage of this cereal. Marketing of grain continues below last year and under the average. The total wheat yield is about 163,000,000 bushels above 1925.

Crude petroleum production in August totaled 66,525,000 barrels, a gain of 2.5 percent over July but a decrease of 1.6 percent over a year ago. Consumption amounted to 54,098,000 barrels, the greatest of any month since July, 1925. For the week ended Oct. 9 crude oil production increased 9,950 barrels as compared with the preceding week, totaling 2,204,200 barrels. For the week ended Oct. 2 production of bituminous coal was 12,000,000 tons, the highest point attained during the present year.

Steel production in September totaled 3,930,675 tons as against 4,004,583 tons in August and 3,489,565 tons in September, 1925. Operation of mills was about 85 percent of capacity. The year's production to date is 10.7 percent over same period 1925. September pig iron production was 3,136,293 tons, the highest of any month since 1918. September daily production showed a gain of 1.1 percent over August and 15 percent over a year ago.

Bradstreet's food index number for week ended Oct. 7 was \$3.47 compared with \$3.45 for the preceding week and \$3.71 for week ended Oct. 8, 1925. This was a gain of one-half of 1 percent over the preceding week, but a loss of 6.4 percent from the corresponding week of last year. Harvard wholesale commodity index advanced to 146.7 for week ended Oct. 6 from 146.4 for week ended Sept. 29.

Car loadings for week ended Oct. 2 totaled 1,185,652 cars, a decrease of 2,584 cars from the record made in the previous week. This was the nineteenth week of the year in which loadings totaled more than 1,000,000 cars. Since first of year 40,437,541 cars have been loaded compared with 39,006,277 cars for a similar period last year. Gross operating revenue for the first eight months of this year gained 4.8 percent over the same period 1925.

RAILROADS

ricane passed. Tampa is one locality in which the immediate future for the lumberman does not appear to be of the brightest although there are indications that the situation there is getting better. The situation in the extreme southern end of the State is summed up by Earl Welsler, of the Palma Ceia Lumber Co. of Tampa, in this way: "Prospects for business in Tampa are not very bright. There is still quite a lot of excess lumber on the waterfront here. We also had an influx of yards during the winter, many of which were not properly financed. This increase in the number of yards has created a very unsatisfactory price condition."

Dealers in St. Petersburg and Jacksonville see good business ahead. "Business prospects for the next four months are good," says W. C. Gregory, manager Pinellas Lumber Co., St. Petersburg. M. L. Fleishel, president Putnam Lumber Co., Jacksonville, expects better times than have existed during the last several months. "Prior to the storm Florida in general was undergoing a very rapid improvement in business. We feel that conditions will get better gradually from now on. Within a very few months building should be on a firm, active basis."

In Bradenton, Harold S. Foley, Dunan Lumber Co., believes the latter part of 1926 and all of 1927 will be prosperous for lumbermen. "Naturally we will not have the tremendous volume of business that we had during the latter part of 1925 and the first few months of 1926, but our sales now compare very favorably with those of the corresponding months of 1925, which we thought was an excellent year."

G. J. Duncan, Jacksonville, says: "Florida in general is expecting many visitors and tourists this winter and, while the storm may have hurt business somewhat for the time being, the State will come back better than ever. Jacksonville is growing by leaps and bounds. Many new factories have located here and more are coming."

Forestry School Acquires Forest

MISSOULA, MONT., Oct. 9.—One thousand five hundred acres of natural forest close at hand to use as a laboratory is the unique addition to the School of Forestry, Montana State University, here. It is not difficult, ordinarily, to consider a working model of a house or a store or even of a theater, but even the most imaginative would have found it hard to conceive a model forest in which embryo foresters could get fundamental and practical training. So it is that in Montana the forestry school finds a little working laboratory almost at its back door.

The forest comprises several million feet of yellow pine, Douglas fir and western larch. It is admirably adapted to the laboratory use of the school both by reason of its location and the variety and quality of its trees. Formal announcement of the addition of this forest to the equipment of the school was made last week by Dean Thomas C. Spaulding. The area is a part of the old Fort Missoula timber reservation which has been transferred by the War Department to the Department of Agriculture and is now turned over to the school of forestry under a use-permit for a term of fifty years.

According to Dean Spaulding this natural forest laboratory situated southeast of Mount Sentinel conveniently close to the university, contains a large stand of exceptionally fine timber as is found anywhere in western Montana. Dean Spaulding outlines the plans for its use in general terms to make it a field laboratory, a demonstration forest and also an auxiliary experiment station to be conducted in conjunction with the Federal forest station at Priest River. Looming large in this plan are the two problems—first, to determine whether or not forest areas can be managed profitably by private timber land owners in this region; second, the study of habits of regeneration of Montana species.

The Fort Missoula timber reservation was established in 1878 as a source of supply for fuel and building material for the military post. Sawmill operations were carried on here by the War Department until the Northern Pacific Railway was built through the West in 1883. Two years ago Congressman Scott Leavitt introduced a bill into Congress proposing that the State university be given this area for an experimental forest. No further direct legislation was attempted, but the enactment of the Clarke-McNary Act in 1924 opened the way for the acquisition of this tract by the forestry school without having Congress directly transfer it.

Congressman Leavitt, President C. H. Clapp of the State university and Dean Spaulding decided upon the new plan of action to which the hearty approval of W. B. Greeley, chief forester, and of the War Department was given. With the addition of this tract of land the university has in its possession a continuous strip of land stretching from the campus to the southeastern end of the model timber reserve, a distance of more than five miles.

Tells How to Reduce Fires

ELECTRIC MILLS, MISS., Oct. 11.—At a meeting of the Mississippi-East Louisiana Sawmill Managers' Association held in August cognizance was taken of the growing burden placed on the industry by the increasing rates for fire insurance and the policy of the insurance companies, particularly stock companies, to curtail their lines on lumbering properties. The southern sawmills pay 50 percent of the premiums paid to the insurance carriers by sawmill operators in the United States and Canada. Instead of having a loss ratio of not more than 50 percent of the losses in the lumber industry, the South has suffered losses far in excess of this ratio. In 1923 the southern sawmill losses amounted to 58.8 percent of the total loss of sawmill property; in 1924 the loss ratio was 70.8 percent and up to Oct. 1 of this year it had been 91 percent. The situation was discussed thoroughly at the meeting and a resolution was passed requesting the president and the secretary of the association to write a series of letters calling the attention of the members to the situation and suggesting ways and means of reducing fires.

The first of these letters was mailed from the office of D. H. Foresman, this city, president of the organization, to members on Sept. 28 and three others followed at short intervals thereafter. About 325 millmen and retail lumbermen in Mississippi received them. In addition to calling attention to the seriousness of the situation, each letter carried specific recommendations for reducing the fire hazard and preventing fires. These recommendations are of general interest as they are applicable to any properties wherever located and are given herewith:

The spark hazard from both open slab fires and smokestacks should be guarded properly at all times. Fully 80 percent of the sawmill fires are caused by sparks. In this connection it is important that the fire fighting equipment be kept in perfect order ready for immediate use. All stacks should be at least 100 feet high and equipped with efficient spark arresters. When open fires are used they should be located at least 200 feet from any building or yard. It is recommended that a solid guard be placed back of and half encircling the fire and a wire mesh guard of proper height the other half.

Screens on stacks and burners and around refuse fires, fire hydrants and hose should be inspected at frequent intervals. Refuse that has accumulated in obscure and out of the way places should be removed. This applies to exteriors as well as interiors. Blowpipes and collectors should be kept tight and deposits therefrom should be removed from roofs if they have collected there. There is less danger when a spark falls on a clean surface. Sufficient space in the mill and throughout the properties should be maintained at all times. There should be a rule against smoking on the premises and signs to this effect should be posted.

To Make Forest of Abandoned Land

BIRCHWOOD, WIS., Oct. 11.—Members of the Rusk County conservation commission have approved and surveyed 3,680 acres of delinquent land, southeast of Birchwood, for a county-owned timber reserve. The land, which is covered with a heavy growth of young timber, is situated in the towns of Wilson and Murry. It is the hope of the county conservation members that 5,000 acres of land on which tax deeds are now available will be approved at the November meeting. More than a half million acres in the county are idle. If the tracts southeast of Birchwood are made a part of the county forest, free fire protection will be given. Protection from fire is also afforded on the west by the Frank D. Stout timber reservation at Birchwood and the recently formed fire control district. The survey made near Birchwood was under the direction of F. G. Wilson, forester of the Wisconsin College of Agriculture.

Electricity is dangerous if light and power wires are not properly installed and maintained. All wiring and electrical apparatus should be installed in accordance with underwriters' specifications. Wetting down should be resorted to frequently during dry periods. Revolving sprinklers mounted vertically on pipes 6 to 8 feet high throughout the spark area are a good investment. Spontaneous combustion starts many fires. Oily rags, fine dust, charcoal and other materials easily ignited should not be permitted to accumulate. Whitewash is a good fire retardant. A good coat of whitewash will last about three years. It should be renewed regularly.

Aged and partly disabled men do not serve the best purpose as watchmen. Active, quick-witted men able to cope with a husky intruder, an incipient blaze or a serious fire are needed. Watchmen should be armed, also equipped with a fire extinguisher in addition to their clocks. Watchmen's routes should be checked up to see that they are laid out for the most effective protection of the property. Standard watch service should be installed and the watchman should be on duty at all times when the property is not being operated. Poor heating devices are dangerous and should be replaced or put in first class order. Careless installation of dry kiln pipes causes many fires. Water barrels through the property should be kept filled and two pails in good order should be kept at each barrel. Barrels should be located not more than 150 feet apart throughout the property and should be inspected frequently. An ample supply of pails in working order should be kept in reserve. All fire hose should be inspected at frequent intervals and any found defective should be replaced. Hose should be in ample supply and racked protected from the weather. A few hose menders should be handy. Spanners and wrenches should be in ample supply and properly placed.

Fire companies should be formed and headed by the manager or the one next in authority. To assure that someone in authority will be present in case of an emergency the general superintendent or master mechanic, or both, should be made assistant chief. Captains should be selected from among the foremen, due regard being given to their mechanical skill, their ability to control men and the locations of their residences in respect to the property to be protected. The number of companies should be determined by the size of the plant. Each company should consist of two hydrant men and two or three sets of pipemen. There should not be less than two or three husky men in each company as their united strength will be found necessary to handle fire streams over platforms, up ladders etc. Practice drills should be held as frequently as conditions will permit. Occasional unexpected alarms should be turned in and the men accustomed to handling apparatus under excitement. They should be tested at such times on their abilities to make speedy connections, run the lines of hose without kinks or sharp turns, climb ladders etc., and to use the hose under full pressure so that they will become accustomed to the "feel" of it. Each company should have a clear understanding of the hydrants available for its use in case of fire so as to prevent confusion and loss of time. After the men are trained thoroughly only a monthly drill should be necessary.

Foundrymen See Sugar Pine Exhibit

DETROIT, MICH., Oct. 11.—One of the most successful exhibits made by the Sugar Pine Sales Co., of San Francisco, Calif., was that in connection with the American Foundrymen's Association, concluded here last week. The exhibit was in charge of E. P. Ivory, trade extension manager, assisted by Roy Welch, of Boston, a member of the trade extension force. As depicted in the accompanying illustration there were exhibited a number of samples of sugar pine lumber, one piece being 4 inches thick and 36 inches wide. Also displayed were a number of hand patterns of sugar pine made by such well known concerns as the Filer & Stowell Co., of Milwaukee, Wis., Worthington Pump & Machinery Co., Harrison, N. J., American Locomotive Co., Chester, Pa., and Pratt & Whitney, Hartford, Conn. The Packard Motors Co. supplied a pattern maker and a pattern maker's bench.

A special feature of the exhibit was a section of sugar pine log 65 inches in diameter, a prize of \$25 being offered to the one who made the closest guess as to the age of the tree from which it was cut. John W. Anderson, of the forestry department of the University of Michigan, counted the rings and found that the tree was 502 years old. Four people had guessed the age as 500 years and the prize was distributed among them, one of whom was D. H. Macdonald, of Wickes Bros., of Saginaw, Mich.

More than 400 exhibitors had displays, some of them coming from Germany and England. A piece of woodworking machinery for use in

cultural development for the Northwest.

To encourage a constructive northwestern industrial policy.

To emphasize the importance of the Northwest in relation to the wealth of the nation.

To obtain cooperation in developing the Northwest's natural and recreational resources.

To make available information concerning the distribution of Northwest products in competition with those produced elsewhere.

To seek adequate transportation for the Northwest and combat unfair Panama Canal competition.

To enable the Northwest to speak with a single voice and act with a united purpose.

It is believed that the new organization is in shape to promote joint action in the Northwest on a wider scale than ever before. There is a combined affiliated membership of more than 31,000, representing 252 organized contacts in 92 different communities, and its scope is to be widened progressively. It aims to get results by working with the existing agencies and coordinating their activities, rather than by setting up new machinery. There is an ad-

visory board of twelve for each State, and each one is to meet four times a year. These will discuss and bring up problems to be passed on at the annual meetings of the organization.

The specific problem of handling land being carried by banks is being worked on from another direction.

WOOD HAS been used for many hobbies—no horses intended—but P. M. Herrin, of Terre Haute, Ind., has discovered not only an interesting hobby, but a remunerative one as well in which wood figures. For the last eighteen years Mr. Herrin, a train dispatcher for the Pennsylvania Railroad, has made violins during his spare time. Just recently the American Violin Trade Association at New York made him an award for a violin, one of the first he made, in which Indiana woods alone were used. The top was made of spruce and the bottom and sides of maple. Mr. Herrin has sold his spare time products all over the country. The work is done entirely by hand.

Southern Plants Expanding

Machinery Firm Expands Branch Plant

MACON, GA., Oct. 11.—The Macon plant of the Yates-American Machine Co., recognized as the largest manufacturer of woodworking machinery in the world, has opened new headquarters at the corner of Fifth and Oak streets. For

Birmingham (Ala.) sales offices and southeastern States, is one of a number of similar establishments operated by the Yates-American Machine Co. Others are located in Memphis, Tenn., San Francisco, Portland, Ore., Chicago and Montgomery, Pa. The three principal plants of the company are located in Beloit, Wis., Rochester, N. Y., and Hamilton, Ont., the first being the largest of the group. In these three plants more than 6,000 persons are employed.

W. H. Payne is president and general manager of the company with headquarters at Beloit. Nineteen branch offices in the United States, four in Canada and eight in foreign countries go to make up the Yates-American organization.

Supplies Machinery for New Mill

ODESSA, FLA., Oct. 11.—The Grove-Dowling Hardwood Co., of this place, now has under construction at Gunntown, Fla., a new mill that will be equipped to saw mixed pine, hardwoods and cypress timber. The plans for this mill were drawn by W. F. Cahoon, of the Filer & Stowell Co., Milwaukee, Wis., which concern will supply all of the machinery for the plant. This machinery will be of the latest and heaviest type, and will include band mill, horizontal band resaw, and gang.

Is Remodeling Plant

MANNING, TEX., Oct. 11.—Following the recent purchase of a large tract of virgin longleaf yellow pine timber, the Carter-Kelley Lumber Co., at this place, is busily engaged in remodeling its plant and replacing its old machinery with new double cutting band mill and circular rigs that will increase the capacity at least 25 per cent. The mill also will be equipped with two rift flooring machines, which will increase the output of the famous "Larite" flooring, a specialty that has made the name of this company a household word where high grade southern pine flooring is used. Other improvements include extensive repairs to the dry kilns and the installation of a modern moist air system of lumber drying. The old sorter shed is being discarded and a new drop sorter installed, which will materially improve the dry kiln stacking and assorting of lengths.

The timber included in this recent purchase is located across the Neches River and a new line of railroad now is being constructed into this timber, which will include a bridge across the river at a point about six miles south of Manning. It is expected that it will be about Jan. 1, 1927, before the company begins cutting timber in this new tract of longleaf yellow pine, as it has considerable timber left in Angelina County, which is now being cut out.

G. A. Kelley, president, estimates that this additional timber will extend the life of the plant more than ten years.



Exhibit made by the Sugar Pine Sales Co. at the American Foundrymen's Association convention, just concluded at Detroit, Mich.

making core boxes was exhibited by the D. Wadkin Co., of Leicester, England, and attracted a great deal of attention.

To Advance Agriculture and Industry

MINNEAPOLIS, MINN., Oct. 12.—Business men of every line, and especially lumbermen, are interested and hopeful for the success of a new organization just formed, which aims to work cooperatively for the advancement of both agriculture and industry in Minnesota, North Dakota and South Dakota. The new enterprise is known as Northwest Associated. Its governing bodies are made up of representatives of farm organizations, manufacturing and wholesale interests, civic clubs and banks.

Oscar E. Ashton, Pipestone, Minn., is the first president of the organization. It had its beginning in conferences for the purpose of relieving the situation caused by the large land holdings of many banks, which have depressed the farm land market and delayed a return to normal conditions. The objectives of the association announced by Mr. Ashton are:

To promote a comprehensive program of agri-

about two years this plant has been located in Macon at 461 Fifth Street.

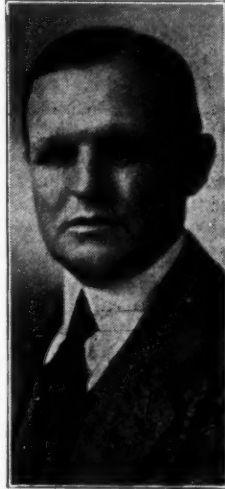
The new plant has been enlarged to cover a floor space of approximately three times the size of the old location and the volume of its output has been increased in the same proportion. More than 18,000 feet of floor space is covered in the new location. A hydraulic truck lifting five tons has been installed in the regular stock room. The entire plant is equipped with a new lighting system, as well as a compressed air plant, overhead cranes and more than 1,000 feet of overhead trolley lines for transporting light machinery. Every improvement that makes for more efficient handling and rebuilding of machinery has been added to the equipment of this plant which makes it the most modern and up-to-date rebuilding plant of any in the Yates-American group.

S. C. Darling is local manager, and seven salesmen will travel out of the city to represent the plant. A large number of workmen will be permanently employed at the new location and as soon as conditions will permit the force will be doubled in the rebuilding department.

The Macon plant, which is a branch of the

Frank Wisner Urges Immediate Action on Corporation Income Tax Reduction

In an open letter to the lumber industry, Frank G. Wisner, president of the National Lumber Manufacturers' Association, says: "But a few weeks remain between now and the time when Congress will assemble, and I would like to impress upon you the necessity for making a special effort to get in touch with your senators and congressmen before they return to Washington, in order that they may be informed as to your thought and desire to have the corporation income tax reduced from 13.5 percent to 10 percent at this session and in order that the lower rate will be put into effect and applied to your earnings for 1926. Some rather clever propaganda put out by opponents of tax reduction at this time is to the effect that a general revision of the revenue bill would require months of time and effort on the part of congressional committees, and would not be possible during the coming short session. This would be true as to a general revision of the revenue bill, but to secure a reduction of the corporation income tax rate requires only the adoption of a bill providing for an amendment of that section of the revenue bill carrying the corporation income tax rate, and changing the rate itself from 13.5 percent to 10 percent. It is my thought that no reduction in any form of taxation that would be practical at this time would result in more widespread benefit to the people than a reduction of the corporation income tax rate. A reduction of this rate probably would not immediately reflect itself in the retail cost of commodities, but eventually through force of competition, some part, and in some cases all, of this reduction would reflect itself. In addition, such part of the tax reduction as did not go into reduced cost and selling prices



would make larger amounts available for dividend distribution among 15,000,000 individual citizens who are owners of stock in corporations. This would result in greater spending power on the part of these stockholders with resultant benefits to themselves, their families and to workmen, producers and dealers in supplies of every kind."

In his letter, Mr. Wisner advances the thought that while the plan agreed upon by Congress called for retirement of Liberty loan bonds over a period of 25 years, agreements that have been made with foreign nations in connection with their debts to this country grant them 62 years in which to pay, and he believes that it is only reasonable that our own tax burden should be adjusted and lightened, extending beyond the 25-year period rather than to shorten this period of retirement with continued high rates of taxation.

Calling attention to the fact that if individuals wait until after their congressmen and senators return to Washington, many may find it difficult to express themselves as fully as necessary in letters, he closes his letter with this appeal: "May I again urge upon you the necessity for talking this matter over with

your friends and business associates, not only at home but in other sections as well, to the end that the proposition may be thoroughly understood and that a sufficient number of senators and congressmen may be advised at the earliest possible moment as to the wishes of their constituents to the end that the desired reduction in the corporation income tax rate may be brought about at the coming session of Congress." Accompanying the letter is the following statement:

Over Two Billion Dollars Expected from Income Taxes in 1927

Estimates for Treasury receipts for the fiscal year ending June 30, 1927 promise a large increase over the heavy collections made during the preceding four years.

Collections for the last four fiscal years beginning with 1923 were as follows:

1923	\$1,679,000,000
1924	1,842,000,000
1925	1,762,000,000
1926	1,974,000,000

An article carried in the Washington Post of Oct. 8 by a well known financial writer shows that for the fiscal year ending June 30, 1927 the gross collections are estimated at between \$2,250,000,000 and \$2,300,000,000. Of this amount it is estimated that from \$1,350,000,000 to \$1,400,000,000 or more than 60 percent will be paid by corporations.

May we call your attention to the growing disparity between the corporation income tax rates and the normal tax rates as applied to the earnings and profits of individuals from the inception of the Income Tax Law in 1913 to that of 1926.

Revenue Act of	Corporation Rate	Normal Personal Rate
1913	1%	1%
1916	2%	2%
1917	6%	4%
1918	12% (year 1918) 10% thereafter	1918: 6% on first \$4,000 12% above \$4,000 Each year thereafter: 4% on first \$4,000 8% above \$4,000
1921	10% (year 1921) 12 1/2% thereafter	4% first \$4,000 8% above \$4,000
1924	12%	2% first \$4,000 4% next \$4,000 6% on remainder
1926	13%	1 1/2% first \$4,000 3% next \$4,000 5% on remainder

In the beginning the rates were equal—now the corporation rate is more than two and one-half times as much as the maximum individual normal rate.

The surtax rates of course apply alike to the incomes whether from corporation dividends or individual earnings or profits.

Decision on Naval Stores Rates

[Special telegram to AMERICAN LUMBERMAN]

WASHINGTON, D. C., Oct. 14.—Rates on naval stores from producing points in the southwestern group to destinations in central territory are unreasonable and unduly prejudicial, and to points in western trunk line territory they are unreasonable. This is the finding of Division 3 of the Interstate Commerce Commission in Docket No. 15,543—Turpentine & Rosin Producers' Association vs. Alabama & Vicksburg Railway Co. et al.

Division 3 prescribes reasonable and non-prejudicial rates for the future. These include increases in the rates on turpentine to most points and decreases in the rosin rates. At the hearing the claim for reparation was withdrawn except as to shipments by the Acme Products Co., De Quincy, La. Reparation is denied this shipper on the ground that the readjustment of naval stores rates from the Southwest will increase turpentine rates while reducing those on rosin.

The carriers are directed to establish rates in accordance with this finding within sixty days after the receipt of the decision. If this is not done, the matter should be again called to the attention of the commission.

It is pointed out that where turpentine rates are increased it is for the purpose of bringing about a proper relationship as between turpentine and rosin, and as between rates from the southwestern group on the one hand and the southern territory groups on the other. The turpentine increases are not so great as the reductions ordered on rosin.

Complainant also asked that the commodity descriptions of rosin and turpentine and articles taking the same rates, published in connection with rates from southern territory, be prescribed in connection with rates from the Southwest. Defendants saw no objection to this change and Division 3 found that uniformity in these descriptions is desirable.

Made Lieutenant Governor

WINNIPEG, MAN., Oct. 11.—Theodore A. Burrows, former member of the Dominion Parliament and a prominent lumberman of western Canada, was last Saturday appointed lieutenant governor of Manitoba to succeed Sir James Aikins at the expiration of his term in that post on Oct. 24. Mr. Burrows will be sworn in at the Manitoba capital on Oct. 24.

Mr. Burrows is a pioneer resident of Manitoba, having arrived in Winnipeg in 1875. Shortly after coming here he entered the law office of Frederick Mackenzie, to whom he was articled in 1877. He was the first law student in Winnipeg. Two years later he started a lumber business in the vicinity of Lake Winnipeg and since that time he has had extensive lumber interests in western Canada, owning and operating some of the largest sawmills in Manitoba.

He entered provincial politics in 1892, when he was elected to represent Dauphin in the Manitoba legislature. He held the seat for twelve years, until 1904. In the elections of the latter year he was elected member for the federal constituency of Dauphin and sat as a member of the House of Commons until 1908. From 1897 to 1904 he was land commissioner for the old Canadian Northern Railway and was largely instrumental in having the road built through the Dauphin district.

Mr. Burrows is president of the Theo. A. Burrows Lumber Co. (Ltd.), president of the Phoenix Lumber Co., operating in Alberta and of the Northern Lumber Co., operating retail yards in Manitoba and Saskatchewan.

Indiana has maintained a forest preserve in Clarke County for about 21 years. During this time the tract has grown from a few acres to more than 4,500 acres. Experiments in the growth of hardwoods are carried on here on a larger scale than anywhere else in the United States.

REALM OF THE RETAILER

Manufacturer Should First Tell Full Story of Lumber to Man Who Sells It—
Retailer Is the Man to "Put It Over" to the Public Through the Local Press

"This matter of assuring a customer a good house is coming more and more to the front," said R. M. Williamson, of Dallas, Tex., whose opinions on the building crafts were mentioned in this department last week. "It has to come to the front; and the curious part of the matter is that so many dealers have been slow in seeing it. To be sure, many retailers have been looking after this matter in a practical way, chiefly because they are honest men who hate to see anything they are connected with turn out a disappointment to the owner. They've had a conscience about it, quite aside from the profit they make or the reputation they establish. And as they go along, building up their trade locally, they prove to themselves and to their fellow dealers that this resulting reputation is worth lots of dollars. It is the governor on the machine that keeps things going steadily. In good times when it's comparatively easy to sell, this reputation for good products has brought the fortunate possessor the best of the trade—the customers who know what they want and are willing to pay for it, but don't know any sure way of getting it except to trade with men who have delivered sound goods in former years. And when things are not so lively, such a reputation still brings these dealers those shrewd and thoughtful customers who prepare themselves for building when they need new houses, irrespective of the winds of popular whim on the subject. It is my guess that in the next few years this reputation is going to be as valuable as crown jewels to the lucky men who have it.

"But for some reason or other a lot of us have not given the matter of sound building the thought it deserves. We haven't worked out the simple a b c's so that we understand them ourselves, and naturally we can't tell the public about these elements. The manufacturers are making something of a beginning. At least they are taking advantage of the perplexities of the public and the fear that has been generated by jerrybuilding; and they are telling our customers that grade marking is the solution of their troubles. Well, there are things to be said in favor of grade-marking, and they are being said. But as I see it, this publicity stops a little short of its true object; or at least it assumes that the public has more knowledge than it usually does have. If a man had never had a house built for himself and he was turned loose in a modern lumber yard filled with grade-marked lumber could he pick out the right stuff to use in erecting a

new house? Well, maybe he could; but I have a plugged nickel that says not many laymen could. What would such a man do in that case? Why, he'd do what he always has done; ask the dealer. And how far would he get, do you think, if he depended upon the marks on individual pieces of lumber, in getting just the right stuff for the right place, getting a competitive price on it and being sure he was using no better and no worse materials than his needs required? Not very far, I'm afraid. It's the old story of fixing up some way so that the owner who has little technical knowledge of the subject may still have some intelligent control over the quality of his house. When you come down to the last analysis he has just two choices; either he may master the technical knowledge, which will take him years of hard work, or he must trust to the technical knowledge of some other person. The latter

houses because he makes houses.

"Observant dealers have learned quite a few things about house building that seem not to have trickled back to the manufacturer; at least a person would make that guess from reading some of the broadsides directed by the manufacturer at the public. Building a good house is not solely a matter of using high grade lumber. Everybody in the trade has heard those stories of a few sawmill men who set out to build frame houses for themselves of the very finest materials that could be cut in their woods. Mill superintendents have been worried to death getting out the stuff, free from knots and shake and every other thing ever suspected of being a flaw. Sills, joists, studs, rafters, every stick and sliver as clear as could be found in searching through millions of feet of stock, with a lot of special cutting to boot. Such houses are little more than vanities; something to be bragged about because they are so few in number. Usually they are good houses; for such preparation is an inspiration to the carpenters to do the very best work possible. But the funny thing about it is that the same quality of carpenter labor applied to ordinary lumber, selected out of stock for the purpose intended, would produce a house as fine in appearance, as strong and as lasting.

"There's our problem in a nutshell.

We want to produce fine houses; houses that are strong and lasting, that are well designed and finally that can be built at reasonable cost. What would happen if all of us had to do as these few owners did to get good houses, scour the woods and pick over millions of feet of stuff to get clear stock for everything? First, few of us would build. Second, lumber for house construction would very properly command enormously high prices. Third, if any considerable number of such houses were built the refuse and cull lumber would pile up and choke the market to death.

"We have learned from long experience that so called low grade lumber may properly be used in certain parts of house construction. The Forest Products Laboratory has studied the matter of strength until it can tell us how and where to use low grade stuff. Engineers of the manufacturers' associations have made similar studies, and the results are available. That's the kind of information that dealers need, in order that they may supplement their practical knowledge with scientific findings. But it isn't information that can be passed on in full to the public. Nobody would object to the pub-



"The retail lumber merchant knows houses because he makes houses," and some of the homes at Dallas, Tex., are fine tributes to his competence

is what he will do as a practical measure, and the person he ought to trust is the lumber dealer.

"You can't lay down hard and fast rules that will fit every place. Now and then there will be a contractor with unusual foresight and diplomatic ability who will succeed in making himself the final arbiter in these matters. That's all right if he does it, but a person suspects that in such a case the local lumbermen slacked on the job and left the field wide open. For the dealer is the person with most at stake. He is the man with the big investment, the man who finds it costly and disastrous to sell out and move when things have got out of his hands. He is the man with every chance to have the needed knowledge and to win the confidence of the building public.

"Here, then, it would seem, is the place for really informative advertising to be directed. The manufacturer knows his stuff, but he does not sell it to the final consumer. He doesn't see the house built, and he doesn't hear the complaints or the compliments of the user except at second or third hand. He knows lumber because he is a producer of it. But the retail lumber merchant knows

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lie's knowing it, and in fact most retailers would be glad if their customers did know it to the last comma and period. But anybody who has dealt with the public knows that the average customer isn't going to take the trouble to learn it. He'll chuck the whole business the first half hour, pretend he knows it and take a chance, or else frankly depend on his dealer or contractor to use this information in his behalf.

"So when we get the benefits of grade-marked lumber, and even the irreconcilables among the opponents of that idea recognize that it has its merits, we ought not to stop there. The first reaction the public gets from this grade-mark advertising is that quality houses are built of quality lumber; and your customer will at once jump to the conclusion that the highest available—the finish grades—are what he wants all through his house. Let him get figures on that kind of a bill, and if he really gets figures on the grades specified he'll give up the whole thing as hopelessly costly. He either quits, or the dealer has a long, patience-trying argument on his hands, re-educating his customer to the fact that low-grade lumber is not inferior lumber so far as the needs of construction are concerned. He will have to explain world without end that framing, bridging, nailing, using proper sizes, spacing joists and rafters properly and in fact the whole science and art of building have quite as much to do with the quality of the finished product as does the initial quality of the lumber that is used.

"So it seems to me that skill and conscience of the carpenter rank pretty high in the scale. Along with them come proper grades and honest merchandising of lumber. It is in the last named place that grade-marking can be of real service; but the impression that is going out to the public that grade marking is the whole story, the alpha and omega of sound construction, leaves something undone in lumber merchandising.

"Manufacturers can do something more with their advertising. They have practical information of great value that can't be given to the public, because the public will not take the pains to master it. This stuff ought to be given to retail dealers, for they are in a position to use it. Retailers would be happy to handle only finish grades if they could sell an equal volume of it measured in profits and if they could satisfy their customers. Retailers are not responsible for the defects in lumber. They take it as it comes to them. Manufacturers can't cut their logs into nothing but finish grades, for they take them as they grow in the forests. Lumber is a natural product and not a fabricated article. Everybody in the trade knows that the whole log has to be marketed to the best advantage if reasonable prices are to be maintained on each grade. Manufacturers have as one of their big problems the proper marketing of their low-grade product. I maintain that the way to do this is not to

create the impression that only uppers can be used safely in construction. Of course manufacturers don't intend to create any such impression, but they have in certain important areas.

"The way really to market lumber is to take the story of lumber, the full, complete story, to the men who must sell it. Let them tell such of the story to the public as will enlighten the public; but let them take the technical part to the man who deals with the public. I ask you; which seems the more reasonable, to tell these volumes of facts about strengths and tests and joinery to the customer who will throw up his hands before he gets past the preface, or to tell them to the retailers who will understand and apply them? Which is the more reasonable, for a medical research foundation to tell the public the details of a new treatment for gastric ulcer or to tell these details to the medical fraternity? You know what the medical research foundation would do. And after it had instructed the doctors how to use this new discovery, it would call in the newspaper men and give them a story to the effect that a marvelous new process of curing gastric ulcer had been found. Probably it would add a few general facts about the process; but those suffering from that ailment

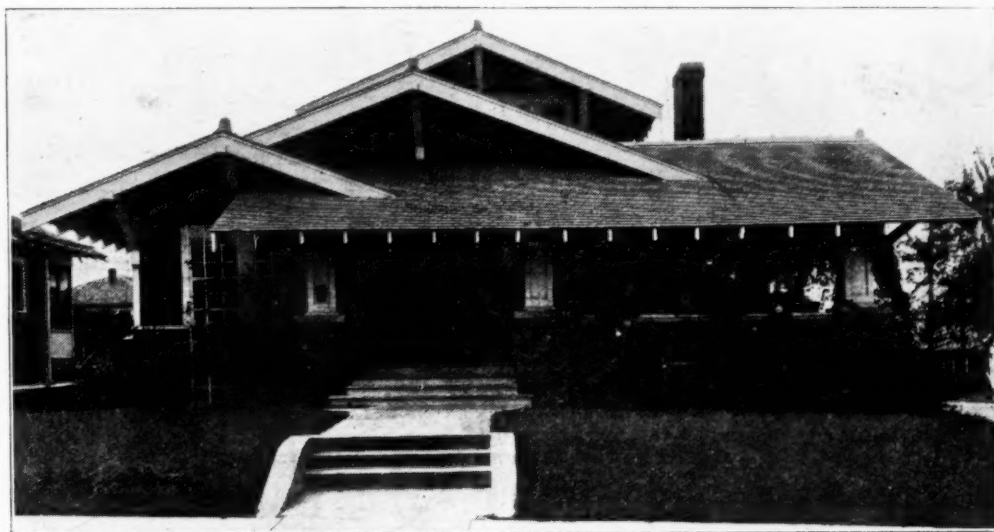
if this technical information were placed where it has the chance to do the most good to all parties.

"In fact quite a few retailers are sorry, not to put it in a stronger word, that retailers are not recognized to a greater extent in the current advertising designed to promote wood construction. Naturally it would take more preliminary labor to get the campaign going, for not all retailers would see the value of the thing when it was first called to their attention. Leading retailers say that the most effective publicity favoring wood construction is the kind going out in local papers over the signatures of local yards. Once such a campaign were got under way, results would most likely appear promptly and be lasting. It is doubtless wise to head up these campaigns with spreads in the Saturday Morning Boast and the Ladies' Home Market Basket and the rest; but a man can read a good many broadsides like that without being prompted to go and see the editor or the promotion committee to ask all about it. But if such material appeared in five thousand county papers, signed by local lumbermen in groups, it is an easy guess that the inquiries coming to those local lumbermen would mount up. And that's precisely what is wanted. You can

talk to a man a thousand miles away through the columns of a popular national magazine and probably make a certain impression. But it'll be a rather faint impression unless something is done to clinch it. The local dealer is that clincher. And who could be a better one? He is the man with the advertised material for sale. The person asking the question is the prospect. The local advertising has done the necessary preliminary work; namely, brought the prospect and the salesman into personal touch.

"National advertising is said to be powerful stuff. Most merchants handling lines other than ours like to handle goods that are nationally advertised. But they don't quit with this big explosion up in the air. Look around and see if they do. See how the manufacturers who use the national sheets also spend money and encourage their agents to spend money in telling the same story in the local press and in local show windows and by means of all the other devices used in mopping up. The artillery barrage is all right as a preparation; but the ground is really occupied when the infantry goes forward and makes a personal conquest of it.

"As I see this matter, what with competition tightening up both with substitutes and with other and alien lines that are scrambling for the customer's dollar, the safest and surest way of promoting the welfare of our industry is to do a good deal in the way of adding to the efficiency of the local dealer. He's the man on the ground. If he does his stuff the industry prospers. If he is handicapped by lack of coöperation or by his own laziness and lack of foresight, then the whole



This is one of the fine homes at Dallas, Tex., that is helping lumber keep first place in the field of residence construction

wouldn't immediately begin dosing themselves according to the principles laid down in the news story. They would go to the nearest hospital, inquire if the surgeons and physicians there had perfected themselves in the new method, ask if the treatment really was effective, and if satisfied about the honesty and skill of the doctors would place themselves under professional care.

"Perhaps the comparison of lumber dealers with doctors is not exact, for many of our customers feel more able to diagnose their building troubles than their gastric troubles. But the comparison is exact enough to illustrate my point. The lumber business will become trusted and efficient and will go beyond the old, miserable practice of taking orders at so much a thousand, only as dealers have technical knowledge of lumber and construction and are known to have it, and are trusted by their customers. Thoughtful retailers wish that more manufacturers would recognize that point; would see clearly that dealers are their sales agents and would understand that dealers can do best by themselves and by the manufacturers

parade slows down. It seems to me if the manufacturers have a big story to tell, and I know they have, the first fellow to tell it to is the fellow who finally must put it over. Nobody objects to the efforts of individual manufacturers or of individual manufacturers' associations in jockeying for position, provided they don't lose sight of the main chance. Their individual advantages of position are not going to be worth a whole lot if the industry slips. The way to keep the industry from slipping is to help the retailer dig in. He's the boy who holds the front line trenches."

To Start Upper Mississippi Barges

ST. LOUIS, Mo. Oct. 11.—The Federal barge line on the upper Mississippi River between St. Louis and St. Paul-Minneapolis will be put in operation on April 27, 1927, according to an announcement by an official of the Mississippi-Warrior Service here. Three towboats and fifteen barges, with four and one-half foot draft, will be in service, sailing every six days from St. Louis and the Twin Cities. The barge line service is in its eighth year and traffic between St. Louis and New Orleans has surpassed all expectations, officials said. In 1919 the barges handled 106,000 tons of freight, while during August of this year alone 115,000 tons

were handled. Since the inauguration of the service, officials declare, the export grain business in this city has increased remarkably. The north-bound shipments consist largely of sugar. A special packet service inaugurated by the federal line has proved exceedingly popular. Three packet boats leave St. Louis at the close of business every Friday arriving in New Orleans in time for delivery just six mornings after shipment. On the return trip the boats leave New Orleans Saturday, arriving here in time for delivery of freight the tenth morning after shipment. When the Federal service first started, it had been twenty years since there had been through traffic between this city and New Orleans on a large scale.

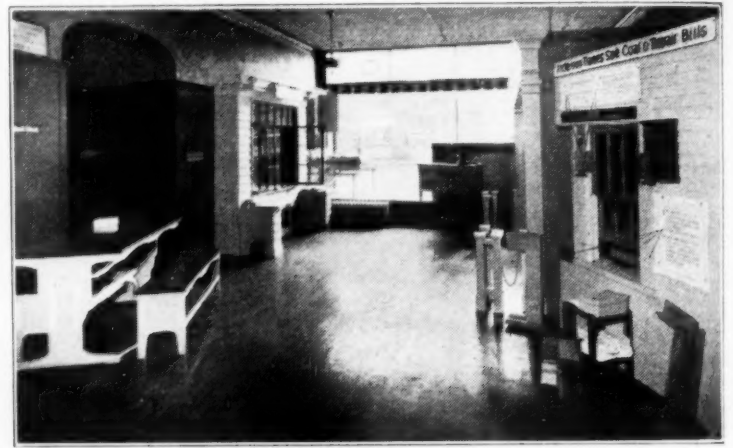
Retailer Maintains Educational Display

DETROIT, MICH., Oct. 12.—A retail lumber concern of this city maintains a permanent building exhibition which is accomplishing a two-fold purpose, educating prospective home owners, as well as builders and contractors, to carry on building work of a high quality from the standpoint of choice of proper lumber and finish, and suggesting and illustrating the proper uses for

of a lumber retailer, Charles W. Kotcher, one of the pioneer lumber dealers of Detroit, is utilizing this exhibit to point out that building contractors, driven by the intense competition developed because of the Michigan building laws, or on account of ignorance of the best available building materials, are constructing in the Detroit territory thousands of wood houses of sec-

amples of fir gutters, with beveled edges and decorative curves are shown, with proof that these troughs are much longer lived than the galvanized iron type, and excelled only by copper, which is several times as expensive.

In the front of the display room is a cabinet showing mahogany, walnut, oak, gum, birch, pine and cypress finishes. Practically all of



Left—Showing the conveniently arranged display of doors of various types and finishes in the permanent building display maintained by the C. W. Kotcher Lumber Co., Detroit, Mich. Right—General view, showing only a part of the display. Note the large plate glass show window, affording a good view of the exhibit from the street

the various kinds of wood and other building materials.

This exhibition, which is located in separate quarters adjoining the main offices of the C. W. Kotcher Lumber Co., at 2137 Gratiot Avenue, has already outgrown its present quarters, with the result that additional space is being provided for more exhibits. While primarily established as an educational undertaking, it has been productive of a number of orders, particularly from home builders and contractors who have been impressed with its suggestions for construction, in a general way as well as for special needs.

Although it is so situated that its display windows face on unusually heavy traffic in a never-ending stream of automobiles and cars, on three street car lines, word of mouth advertising from passers-by, and direct mail matter sent out to prospective home builders, as well as builders and contractors, have brought about an attendance at the exhibit by people throughout the Detroit metropolitan district.

The significance of this attendance during the short time that the exhibition has been opened is pointed out by executives of the Kotcher organization as indicating that location of a lumber retailer in a thickly populated district is not essential for the success of such a display, and that interest in home building will furnish a sufficiently large attendance, once the proper publicity is given.

In line with this belief that interest in home building is paramount, and that fostering of proper building methods is one of the functions

and third-rate materials, and using lumber which is not adapted to the rigors of this climate.

Mr. Kotcher is particularly interested in preventing unscrupulous and improper building, and insists that through educational work, such as is being made available in his exhibit, the public will learn to know about the use of proper building materials and thus protect themselves against substitutions and improper uses of lumber and other building materials.

"This condition is one that should be immediately corrected," said Mr. Kotcher. "The city protects the citizen who buys a pound of sugar, a gallon of gasoline or a ton of coal against short measure and misrepresentation, but it has not provided an adequate system of inspection for the average home builder."

One of the outstanding features of the Kotcher exhibit is a large display window extending across the front of the room in which the specimens of building materials are located. This space is utilized for group displays, as typified by a showing of cabinets, featuring a buffet combination unit, side-wall bathroom set, phone cabinet, ironing board cabinet, etc.

The central part of the exhibit is given over to exterior and interior stock in considerable variety, showing the various finishes. Wallboard also is prominently featured, and its special adaptability is emphasized in the construction of an archway of that material leading from the offices to the exhibit room.

New uses of lumber are suggested in the exhibit in a very effective way. Several ex-

these woods are included in the remainder of the exhibit, and in most instances are specially featured. Arrangements are being made to feature other woods to a great extent in the new addition to the exhibit.

The adaptability of pecky cypress and curly southern pine for interior finish also are shown to special advantage. Dimension stock and double dipped shingles are featured in the rear of the exhibit room.

Getting Cash for Coal Sales

Picking up a rubber stamp lying on his desk the general manager of a line of retail yards, operating mainly in Nebraska, remarked to the representative of the AMERICAN LUMBERMAN:

"Here is a new stamp which we are supplying to all of our yards, to be used on all bills for coal delivered and not paid for at time of delivery. We hope by thus bringing the matter of payment definitely before the customer, and reminding him that making delivery without exacting payment at the time was in the nature of an accommodation, to help keep the amount outstanding on our books on coal accounts down to the minimum."

The idea is a good one, and as other dealers may wish to make use of it, the rubber stamp imprint is here reproduced:

COAL IS SOLD FOR CASH ONLY
For convenience we have made delivery without collecting feeling sure that you would assist us in maintaining this necessary method by paying promptly.

"BLANK" LUMBER CO.

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Retailer's New Building Is Distinctive

LAGUNA BEACH, CALIF., Oct. 9.—Very unusual and striking is the new building of the Laguna Beach Lumber Co. The structure has a decidedly old world appearance; in fact, the design is as nearly Norman as could be achieved by use of the materials handled by the company, an underlying idea being to show, in actual use, as many as possible of the various building materials and accessories. Another

It will be noticed from accompanying photograph that many materials have entered into the construction of this building, affording opportunity for a customer to see each of these in actual use. From the rock used in the foundation to the roof of wood shingles, laid to imitate a thatched roof, this idea has been carried out. The old world effect is heightened by the half-timber construction seen in the gabled center unit. Four kinds of roofing are

is the common practice. Other panels show stucco in different textures.

It will be noticed, also, that many different styles and shapes of windows are used, including leaded glass, plate glass, French doors, and single sash with wooden bars, on the front. In each panel on the sides are placed sets of different styles or groupings of windows; for example, there is a pair of French doors with side lights, another pair containing stationary sash with casement windows on each side, and on still another panel are double hung windows. The company finds this arrangement very satisfactory, as many people who are building for the first time and not familiar with the terms used by building material dealers and architects are thus enabled to pick out just the style of windows and doors they would like to have installed in their homes.

The interior of the building is all heavy timber work, the rafters being hewn and rasped to give the appearance of age. The rafters are 4x6 and 6x8, exposed. The surface between the rafters is covered with celotex, paneled off with battens of the same material.

After the building was completed, inside and out, both exterior and interior were sprayed with a purple stain, which has added to the aged appearance. Used on the interior this color has the added advantage of being a neutral tone, allowing the placing of materials or merchandise of any color in the building without creating a color discord. It is also very restful to the eye, absorbing the glare of the sunlight rather than reflecting it.

The building has created a good deal of interest and favorable comment from those who have inspected it, including the customers of the firm, who appreciate its practical features and the facilities afforded them for making their selections.



The new and unusual office building of the Laguna Beach Lumber Co., Laguna Beach, Calif., in which are incorporated many kinds of building materials and fittings, to aid customers in making their selections

factor that entered into the designing of the building was the desire to have it conform to the landscape. The hills here run down to the ocean and drop abruptly to a very rocky and rugged coast line, and the company wanted something that would fit harmoniously into such surroundings.

used, including the wood shingles in front, composition shingles on the sides, and roll roofing on the back.

On the sides of the building two panels show the use of redwood split shakes, one of these panels being laid horizontally, giving the effect of distance, while the other is laid vertically, as

Lumbermen Profit by Diversified Farming

Diversified farming is a good thing not only for the farmer who practices it but for the local lumber dealer, both because of the requirements for buildings for caring for the various crops and the different kinds of live stock and poultry entering into a well-rounded diversified scheme, and because the increased profits put money in the pocket of the farmer wherewith he may buy lumber.

In connection with a story that appeared on pages 44 and 45 of the Sept. 18 issue of the AMERICAN LUMBERMAN, telling of the increased use of lumber created by a novel "Better Poultry" campaign, the experience of J. A. Crawford, a highly successful farmer of Beardsley, Kan., who joined the poultry special train as a representative of the Kansas Farm Bureau, is very interesting and suggestive.

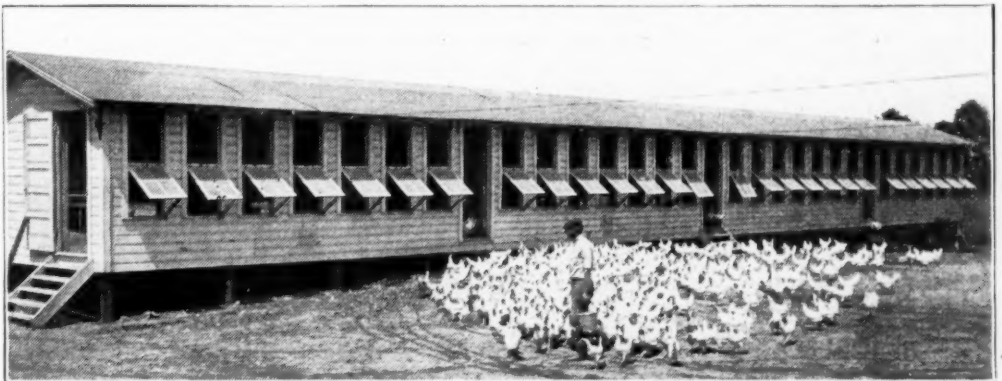
Mr. Crawford farms 1,120 acres and is following some practices that are good not only for western Kansas, but also for many other sections of the country. He formerly raised wheat exclusively, but soon learned, he said, that, if he depended upon wheat alone, he would go broke. He said that he soon realized he was going to have to cut out the "farming for ninety days a year and loafing the rest of the time," if he expected to make a go of it.

Consequently, he went in for a diversified system of farming. He now keeps fourteen brood sows, fattening off more than a carload of hogs a year; twenty-five head of purebred Hereford cows, raising a carload of baby beeves each year; has a flock of 276 purebred White Leghorns; raises 160 acres of corn each year; 80 acres of barley; has twenty acres of sweet clover, and last spring put out twenty more acres of sweet clover; besides a full section of wheat every year.

He says that ever since he started this system he has never failed to make money on one or

more of his farm operations even during the leanest years of the depression. He is much impressed with the possibilities of sweet clover for that country. It furnishes all of his forage for his hogs and he has also had much success with sudan grass. He milks some Shorthorns, getting about fifteen gallons of milk per milking, so that he has about thirty gallons of

duce everything. He said, for example, that every cent he can get for his wheat above 80 cents is profit, his corn costs him a little less than 50 cents per bushel to grow and he figures his egg production cost to be a little under 18 cents per dozen. His income in March from his 276 Leghorns was a little more than \$103. He said that since starting



This modern poultry house, planned for large-scale egg production, shows one of the many forms in which diversified farming calls for increased use of lumber

milk per day for his hogs and chickens. He feeds all the grain he raises, except his wheat, to his live stock. His 160 acres of corn each year is made up of 80 acres of the Bloody Butcher variety, 40 acres of yellow and 40 acres of white, and in spite of the fact that the average annual rainfall in his community is only eighteen inches, his yield of corn is usually around forty bushels to the acre.

He knows exactly what it costs him to pro-

duce this system he has been farming the year round, employing three hired men straight and really could use another one, and he is entirely satisfied with the farm situation.

AN OUNCE of prevention is worth a pound of cure. That old axiom is universally accepted. Don't smoke in the woods. The smoldering dotle knocked out of a smoker's pipe may do a million dollars' worth of damage.

News and Business Ideas for Retailers

Look Out for Sign Painting Crooks

A number of retail lumbermen have been victimized of late by itinerant sign painters, whose plan of operation seems to be about as follows: They will get a number of orders from local merchants for painting road signs, buy the material for the signs at the local lumber yard on a plausible story about paying for it when they collect from the merchants, and then skip out, leaving the lumberman in the lurch. Often they do not complete the work that they have agreed to do, painting only a few signs and then collecting and "beating it." These fellows apparently usually work in pairs, traveling about the country in flivvers. There are variations of the game, such as getting the lumber dealer to take a worthless check in payment for material sold and pay over the difference in cash. As all of these schemes center around the sign painting proposition it will be well for dealers to be on the lookout for strangers coming into a community ostensibly to do sign painting work. If merchants have any sign work to do they should give it to the local

painter anyway, and not to some fly-by-night gentleman who comes along with a plausible line of talk.

Will Build "Home Beautiful"

PINE BLUFF, ARK., Oct. 11.—The Pine Bluff Lumber Co. is furnishing the lumber and mill-work for the "Home Beautiful" which is being built in Pine Bluff by the town's progressive merchants in cooperation with a local newspaper. The home will be of the English cottage type, story and one-half in height, with six rooms downstairs and two upstairs. It will be of stucco exterior, with celotex sheathing, and wood shingled roof, in colors, autumn red predominating. After completion and ample opportunity has been given for close inspection of the home by the public it is to be sold at the exact cost, the whole enterprise being not for profit but designed and carried out with a view to encouraging home building and affording a demonstration of some of the latest ideas in connection with house construction and equipment.

Contest Shows "Clean Yard" Benefits

ROCHESTER, N. Y., Oct. 11.—Inspections of retail lumber yards entered in the Clean Yard contest conducted under the auspices of the Northeastern Retail Lumbermen's Association are now being made, with a view to determining the winners. Entries for the contest closed Sept. 15. Names of the successful contestants will be announced at the annual convention of the Northeastern association to be held the latter part of January.

This is the second annual contest of this character conducted by the association, and the number of contestants is much greater than the number of those who engaged in it last year. For the purpose of the contest three classes of yards were established, instead of two as was the case last year. Each yard will be carefully rated by impartial inspectors. The prizes will be awarded by the committee of judges to those yards whose schedules stand highest on the list in each class.

Three first and the same number of second prizes will be awarded the winners in their respective classes. The first and second prizes will consist of handsome wall plaques, carrying the emblem of the association, properly inscribed with the name of the contest, name of winner, date etc., similar to those awarded last year. Hand lettered and engraved certificates of honorable mention will be awarded to the ten yards in each class which rank immediately after the prize winners. Those who have seen these prizes say that any lumberman may well be proud to own and display them in his office. The yard men and employees connected with the winning firms will be given appropriate mementos of the contest.

The Clean Yard contest is just what its name implies, a competition based primarily upon cleanliness, care and order in yard management. It is not a competition of yards having the best layout, or the most modern equipment, important as those factors are, nor is it a competition of yards for the best insurance rating, but one in which old yards and new, large and small yards, may compete on even terms. Every yard can not have an extensive layout of sheds and warehouses, a fleet of trucks or large financial resources, but every yard can be clean, orderly and well arranged to handle its business.

Retail lumber dealers who have gone into the matter of keeping their yards in a neat and orderly condition have found it not only a lot of satisfaction from the standpoint of mere cleanliness, but have found that it pays in a real, dollars-and-cents way. Customers like to walk into a clean yard, free from debris and unsightly rubbish, and choose their lumber requirements from a neatly piled, carefully protected stock. Women are more and more becoming buyers of the materials that are to enter into the new homes they are building, and consideration of the feminine taste is assuredly worthy of attention.

A clean yard minimizes fire risks, as many fires start from spontaneous combustion in rubbish piles, or in loose bits of wood scattered about. Carelessly piled or poorly protected lumber becomes warped, weather stained or otherwise unfit for the use for which it is intended, and must either be thrown out or sold at a loss. A fire may cause a large loss, but the seemingly petty losses from broken and unfit boards can sooner or later mount to a surprisingly large total.

The schedule according to which inspections are being made has been so framed that every contestant will have an equal opportunity to win. Mere size will not count. The winners may be small town yards or city yards. Each yard will be rated strictly upon its own merits, and receive its fair percentage rating whether large or small.

The committee having charge of the contest is composed of William L. Smith, Lexington Lumber Co., Lexington, Mass.; Charles Potter,

This Week's Timely Tip

Taking Advantage of a Sales Opportunity

How an alert retail lumber dealer grasped an opportunity that came his way, and turned it into profitable business, as well as first-class promotion for lumber-built homes, recently was related to the AMERICAN LUMBERMAN.

This dealer, with his wife, attended a bridge party given by a neighbor, who lived in a handsome home recently built.

During the course of the evening, the hostess made a remark about the difficulty they had encountered in keeping the house warm. Without seeming to push his own business, the lumberman casually remarked: "Why not put in insulation and thereby make your house more comfortable, besides cutting your coal bill down at least 25 percent?"

The hostess immediately was interested, and said: "Can you really do that?"

And the dealer replied: "Sure, I can."

Nothing more was said on the subject, but the next day the husband of his hostess drove up to the lumber yard and greeted the dealer with this question: "Were you in earnest in what you said last night about making our house warmer and cutting down our coal bill? If you are, I want you to get busy."

This dealer is not an authority on insulation, but he immediately got busy and secured the necessary information, then after making some simple alterations in his friend's house, he put in the insulating material, which really made a wonderful improvement in the heating of the house and effected a big economy in fuel.

So pleased were the customer and his wife with the results that they lost no opportunity to tell their friends, with the result that very soon the dealer found many people coming to him for ideas for remodeling their old homes, or to see him about the use of insulating material in new ones they expected to build. He found it easy to demonstrate to prospective home builders that a house with wood sheathing and siding, properly insulated, was much warmer in winter and cooler in summer than one of stucco or similar material.

Not only were his sales largely increased, but in his community the people are sold on properly insulated homes of wood. And all this came about because he was bright enough to take advantage of an opportunity that came his way.

Watch for Next Week's "Tip"

Hampden Lumber Co., Springfield, Mass.; J. R. Bailey, E. Bailey & Sons (Inc.), Patchogue, N. Y.; John G. Schwarz, Schwarz Bros. Co., Bridgeport, Conn., and William C. Barry, Madden Lumber Co., Schenectady, N. Y.

Invites Public to "House Warming"

CLEVELAND, OHIO, Oct. 11.—Notwithstanding a steady downpour of rain, between 400 and 500 people attended the "open house" celebration and dedication of its new buildings held recently by the Suburban Lumber Co. There were a number of very interesting features, including inspection of the plant, where a building show was staged, motion pictures exhibited and a musical program rendered.

Great interest was shown in the fine display and service room, equipped to furnish ideas as to materials, and arrangement, for prospective home builders. The exhibits included a selection of inside and outside doors, also various built-in millwork units, shown in place just as they would appear in a private home.

A very interesting window display had been arranged, featuring the service of the Wood Homes Bureau of the Cleveland Board of Lumber Dealers; a cypress display by the Louisiana Red Cypress Co.; a display of celotex and its uses; an exhibit featuring the Andersen white pine window frames, and other interesting items.

After ample time had been allowed for inspecting the many interesting exhibits, the visitors were comfortably seated in the driveway of the main shed, and shown moving pictures illustrat-

for the exhibit and every person who professed an interest in red cedar shingles, or any other kind of shingles, was given a card to fill out, which contained space for his name, address, phone number and the purpose for which he would use the shingles, whether for "new shingle roof," "repair shingle roof," or "over shingle roof." The cards were deposited in a box and a later drawing gave the winner the garage at the close of the exhibition.

A wide assortment of red cedar shingles was neatly arranged about the interior of the little building, and literature which told the story of red cedar shingles was distributed freely. Officers and members of the association took turns looking after the exhibit. No attempt to sell anything was made, but the cards obtained from persons who declared themselves interested will be distributed among the members of the association so that they may try to get some business from them.

The exhibit was declared to have been a big success, judging from the number of cards received and the interest displayed by the public generally.

Good Construction a Necessity

From the C. O. Gronen Lumber Co., Waterloo, Iowa, the AMERICAN LUMBERMAN has received an interesting letter, as follows:

"We attach herewith a copy of an editorial from one of the New Orleans papers, which perhaps you have seen.

"This item was extremely interesting to us

which was enclosed with the letter, under the heading, "Wind and Building," said:

The United States Bureau of Standards is studying wind-pressure on buildings with a view to recommending construction types that are least affected by hurricane.

We shouldn't be surprised if the unusual damage to buildings reported in the Miami region should ultimately be found to have fallen mostly upon flimsy construction. That kind is very common in the haste and high pressure for quick turns and big profits incident to a real estate boom.

Everybody knows how any of the Gulf cities in a hurricane path is littered with debris and tangled with wires and foliage and what not. But the hurts are nearly always more superficial than otherwise. The bulk of the damage results from the extensiveness of its light individual strokes scattered all over the area.

Charley Stair, the Cumberland telephone chief, remarked to us a few days ago that his own observation in 1915 convinced him that the great part of all the damage done to our buildings affected the new structures and not old ones. The losses were noted principally on the flimsier residence types, quickly and cheaply built. The old ones, solidly built on standard lines, kept their roofs and cornices and porches and steps, and stood placidly against the gale. Stair's business makes him observant in such matters. He and a few others in kindred pursuits in any big city are always worse involved and bedeviled than others by any great occasional stroke from the elements.

Observation in Bay St. Louis and other points on the open coast after the gales of 1906, 1909, and 1915 showed very little extensive individual damage to any of the miles and miles of houses along the exposed front. Yet these houses, large and small, are almost all of ordinary frame construction, weatherboarded and shingled. The most expensive and pretentious roof at Bay St. Louis suffered most in 1915—it was tile. Slates, another expensive material, also suffered some fractional losses in patches. Shingles seem to be the thing. Practically no shingled roof showed any hurt from the gale.

The Bureau of Standards itself remarks that many of the Florida houses were not properly anchored on their foundations, and that their roofs were simply "laid on" their framing.

This incident at Waterloo, as reported by the Gronen lumber company, and the reports that have been made by the engineers who have visited the storm district in Florida, both indicate the necessity of good construction and point the way for retail lumbermen and builders to render a real service to the people by urging them to demand good construction no matter what material is used. Properly constructed buildings of wood have always made a good showing where storms have prevailed.

Eastern Retailer Opens New Yard

NORWICH, N. Y., Oct. 11.—A new lumber yard is about to be opened in this city by the Briggs Lumber Co. (Inc.), of Oneonta, N. Y., a tract of land having been acquired for that purpose from the Lackawanna & Western Railroad, situated on Hale Street at the foot of Birdsall Street.

The site is 280 by 300 feet, with a switch extending the entire length. Work has been begun on a warehouse, 30 by 125 feet, two stories high. There also will be a lumber shed 60 feet square, and an office 24 feet square. Other buildings will be erected as the demand requires.

Roseoe C. Briggs, president of the company, has been giving personal attention to the arrangements connected with opening of the new plant. He is one of the best known lumbermen of the State, having had broad experience in all branches of the trade, including lumber production, wholesaling and retailing. The Briggs Lumber Co. (Inc.) was established in Oneonta in 1883, over forty years ago. It also operates a yard at Sharon Springs, and an affiliated concern, the Van Auken Lumber Co., at Cobleskill.

The new yard will be in charge of Ward G. Moxley, who has been with the Briggs company for over eight years.

TAKE AN ACTIVE PART in your community. You get your living and your pleasure from your community, and if you would have better living and more happiness, do your share of the work. Your government, your schools, your churches, your clubs and your neighborhood associations demand a part of your time and money.



New display and service room of the Suburban Lumber Co., Cleveland, Ohio

ing the various processes in the manufacture of celotex and Bruce oak flooring.

As a special attraction there was a brief but very interesting address by Judge John J. Sullivan, of the court of appeals, who spoke on some of the good things that the lumber in the bins brought to his mind. He likened this material to the memories of childhood which come back to us in later years, saying that perhaps the tree under which he had sat in childhood had come back to him in later years in some feature of construction of his home.

The esteem in which the owners and officials of the Suburban Lumber Co. are held, and the friendly attitude of other local business concerns, was shown by the large number of floral tributes received from friends in the industry, banks and customers, so that the display room in which these offerings were arranged looked more like a flower show than a lumber store.

Dealers Boost Red Cedar Shingles

SALT LAKE CITY, UTAH, Oct. 9.—The Utah Lumber Dealers' Association had an attractive exhibit at the State Fair, which ended today. The exhibit was devoted to the advertising of red cedar shingles.

A well-built frame garage was constructed

because it showed a disposition on the part of at least one newspaper editor to give a fair and reasonable amount of credit to lumber as a building material.

"It is our idea that the average person reading the newspaper accounts of the Florida windstorm would assume that the biggest amount of the damage was to homes and buildings constructed of lumber. We had a case here in Waterloo last year which illustrates the point of view. We had a small cyclone which demolished two long wooden cattle barns at the Waterloo Dairy Cattle Congress grounds. There were three wooden barns in between three or four tile barns, and the wind wrecked two of the wooden barns without hurting the tile barns in any way. The brick and tile men immediately made use of this with a great deal of newspaper publicity, and they succeeded in getting the Dairy Cattle Congress to rebuild these barns of tile. We are reliably informed that absolutely the only reason these wooden barns collapsed was because they were not anchored to the foundation in any way. There might have been a few long spikes driven into the concrete. Through the negligence of the contractor wood construction was hurt very badly in this vicinity."

The editorial from the New Orleans Item,

Events of Interest on West Coast

Fire Destroys Three Plants

SAN FRANCISCO, CALIF., Oct. 9.—The buildings and plants of three companies, the Veyhle & Collins Lumber Co., 547 Brannan Street, Dean Reversible Window Co., and the Herring Bros. planing mill, both adjoining the Veyhle & Collins Co., were destroyed in a fire which originated in the planing mills of the Veyhle & Collins plant following a boiler explosion. The loss will exceed \$500,000, according to E. Collins. The large yard of Van Arsdale-Harris, just across the street from the blaze, narrowly escaped being burned as well as several other yards in the district, which were swept by sparks from the fire. About half of the loss is covered by insurance, officials say.

Fourth Voyage of Jap Liner

OLYMPIA, WASH., Oct. 9.—The *Milan Maru*, Japanese K-liner, has loaded 2,500,000 feet of squares at the port dock, and will complete cargo of 4,000,000 feet at Grays Harbor. The lumber is billed for Yokohama, Osaka, Ujina and Hakata. This is the fourth voyage of the *Milan Maru* to Olympia since the port was put in operation.

Urges Reforestation Amendment

SAN FRANCISCO, CALIF., Oct. 11.—The Reforestation Constitutional Amendment Committee has been formed for the purpose of passing Proposition No. 22 on the November ballot. Proposition No. 22 places forest trees on a crop basis. If passed it will speed up reforestation in the State, will keep cut-over and burned over lands in private ownership and, therefore, upon the tax rolls of the mountain counties. It provides that young forest trees that are produced upon cut-over and burned over lands shall be exempt from taxation for forty years or until they become of merchantable size. The land bearing the trees will continue to be taxed as it is at present. No commercial trees are exempt from taxation.

One out of every ten wage earners in California is employed by the lumber industry, the third largest industry in the State, the committee points out. Timber land pays over half of all taxes in many mountain counties. The forests can last forever if given a fair chance to regrow, after being logged or burned over. Timber can be raised as a crop just as are farm crops. Growing crops are exempt from taxation in California. The land is annually taxed on a value proportionate to its market value. The crop raised is only taxed when held in storage on the first Monday of March. Proposition No. 22 places reforesting lands on essentially the same basis as farm lands. As soon as the trees become mature, which amounts to storage, they would be taxed annually in addition to the annual tax upon the land. It takes 50 to 100 years to grow a crop of timber. If reforesting trees are not treated fairly, it will be impractical for private capital to attempt to raise them, because 50 to 100 annual taxes upon the land, plus 50 to 100 annual taxes upon the growing crop, plus 50 to 100 years' cost of fire control and administration, will probably more than equal the value of the crop grown.

Francis Cuttle, of Riverside, is chairman of the committee, and S. R. Black, of San Francisco, is secretary. Other members of the executive committee are: Senator A. Burlingame Johnson; Mrs. D. E. F. Easton; George Pardee; George P. Clements, Los Angeles Chamber of Commerce; C. G. Dunwoody, chairman, conservation committee, American Legion; J. J. Lerman, president State Elks Association; M. B. Pratt, State forester; S. B. Show, district forester, U. S. Forest Service; O. G. Steele, Northern California Forest Protective Association.

The amendment is endorsed by the following: Agricultural Legislative Committee; American Reforestation Association; American Legion, De-

partment of California; California Development Association; California Redwood Association; California Forestry Committee; California Industrial Council; California White & Sugar Pine Manufacturers' Association; California Forest Protective Association; California State Elks Association; Commonwealth Club of San Francisco; Conservation Association of Southern California; Los Angeles Chamber of Commerce; Legislative Committee, County Assessors' Association; San Francisco Chamber of Commerce; State Board of Forestry, and United States Forest Service. Personally endorsed by members of State board of equalization.

Fir Exports Show Gain

PORTLAND, ORE., Oct. 9.—Lumber manufacturers and dealers may have complained of light business this year, but statistics reveal that shipments by water for all destinations from the Columbia River district during the nine months of the present year exceeded those of the corresponding period of 1925 by 113,843,257 feet. January, June and September shipments in 1926 were lighter than those of the corresponding months of 1925, but the other six months piled up the big increase. The following table shows shipments from the Columbia River for coastwise, foreign and interoastal ports, by months:

	1926—Feet	1925—Feet
January	70,121,057	75,955,595
February	96,178,323	77,943,977
March	117,908,424	79,794,193
April	126,987,000	107,482,945
May	111,885,876	91,788,109
June	102,716,839	104,236,626
July	138,010,657	123,356,304
August	105,411,827	92,542,832
September	110,473,197	112,749,362
	979,693,200	865,849,943

Itemized lumber shipments by water from the Columbia River during September, 1926 and 1925, were as follows:

	1926—Feet	1925—Feet
From Astoria—		
California	18,952,764	37,947,275
Foreign Ports	26,346,529	13,382,386
Atlantic Seaboard	13,352,203	7,413,311
From Portland—		
California	12,637,000	15,995,817
Foreign	23,399,551	24,880,902
Atlantic Seaboard	15,785,150	13,129,671
	110,473,197	112,749,362

This total shows a decrease of 2,276,165 feet during September, 1926, as compared with shipments for September, 1925.

Classified as Astoria shipments are those from points on the river below Portland, and cargoes cleared through Astoria. The others were cleared through the customs office at Portland.

Successful With Fir

SEATTLE, WASH., Oct. 9.—Success is attending the campaign of Mumby Lumber & Shingle Co., Seattle, to induce dealers in the "twilight zone" who have not yet stocked fir, to put in a trial car of that lumber. One dealer, Dug Howell, of the Howell Lumber Co., Bryan, Tex., after receiving his first carload, wrote Mumby as follows: "I am certainly enthusiastic over fir lumber when I can buy it at prices that will enable me to compete with yellow pine."

The Howell Lumber Co. is well known throughout the length and breadth of Brazos County because it conducts annually a free agricultural fair at its yard. The lumber sheds and warehouses are given up to the exhibit; the time of the officials and employees of the company is devoted to the affair, and the company foots the bill, which amounts to several hundred dollars annually in prizes alone, to say nothing of the other expense. Dug Howell, however, feels that it is the means of getting close contact with almost every possible buyer of lumber in the county, and is well worth the time and money such a fair entails. [NOTE: A report of the 1926 fair of this company appeared on the front page and page 52 of the Oct. 9 issue of the AMERICAN LUMBERMAN.—EDITOR.]

Driver Sacrifices Life

SAN DIEGO, CAL., Oct. 9.—Sacrificing his own life that he might save the lives of an unidentified driver and his wife and three children, was the fate of Ted Blackshaw, 36, truck driver for the Benson Lumber Co., of this city, who was instantly killed when the huge lumber truck which he was driving on Oct. 6 jumped the road, dropping over a sheer precipice 100 feet in height at Torrey Pines, twenty-five miles north of San Diego. Blackshaw was found at the steering wheel of the truck, suffering from a crushed skull.

According to Jack Hall, companion workman, Blackshaw, with three tons of lumber on his truck, was crowding the revetment on the downgrade when the truck started to gain speed. As the driver attempted to pilot it around a sharp curve, a Ford sedan with a father, mother and three children was spied. Instead of continuing to hug the bank and demolishing the sedan and its occupants who were directly in front of the runaway car, Blackshaw whirled it to the left, and telling Hall to jump for safety, shot it out across the road, smashing a fence and dropping to the ground far below.

"It is one of the most heroic acts on the part of any person concerning which I have heard or read," Fred Hamilton, general manager of the Benson Lumber Co., declared to a representative of the AMERICAN LUMBERMAN. "There has never been a braver act on the battlefield than this."

Blackshaw leaves a wife and three children. Funeral services were conducted under the auspices of the San Diego A. F. & A. M.

Ships Ready-Cut Houses to Florida

PORTLAND, ORE., Oct. 9.—A carload of ready-cut houses was shipped this week from this city to Florida, where they are to be used to relieve the shortage of shelter resulting from the devastating storm of a few weeks ago. The houses were shipped by the Redimade Building Co., which established its plant in Portland about seven years ago and of which A. B. Carlton is general manager. The company has shipped a large number of ready-cut houses to Japan. In addition to manufacturing ready-cut houses the company turns out sectional houses, garages, mountain cabins and barns. The contents of the carload shipped to Florida is said to have a value of about \$27,000.

To Start Steamship Service

SAN FRANCISCO, CALIF., Oct. 9.—Carrying out a program announced exclusively in the AMERICAN LUMBERMAN nearly a year ago, the Finkbine-Guild Lumber Co. will inaugurate on Dec. 1, a regular steamship service between its newly established port at Rockport, Mendocino County, and its new storage yard site at California City, San Francisco Bay. The service will begin with the arrival here of the steamer *Frank D. Stout* from the northern port. The steamers of the new company will be under charter and operation of the Chas. R. McCormick Co.

The *Frank D. Stout* is the first ship to be directly assigned to the run between Rockport and San Francisco.

The plans first announced by the Finkbine interests were that the redwood timbers would be first cut into cants, brought here by the inter-port ships, assembled into cargoes at the California City yard and then sent to the company's big mills at Gulfport, Miss., for resawing and manufacture.

J. W. Sommerville, vice president of the company, is expected in San Francisco during the coming week. He will confer with C. W. Cook, who has been appointed to represent the new shipping company in this city.

The first logs will be sawed by the Finkbine mills during November, according to Mr. Cook. These will be ready for shipment to the San Francisco terminal in December. The *Stout*, which is the nucleus of a fleet of steamers event-

ually to be placed in direct service between Rockport and Gulfport, will be able to handle 5,000,000 feet of redwood a month to the San Francisco Bay storage yard. The first cargo brought south will mark the advent of the first southern pine manufacturer to pioneer westward into the redwood industry.

The Finkbine-Guild Lumber Co., which bought the 25,000-acre holdings of the Cotton-ova Lumber Co. several months ago, is regarded as one of the strongest manufacturers in the South.

Establishes 20,000-foot Capacity Mill

GOLD BEACH, ORE., Oct. 9.—James Wright, a sawmill man who located in central Oregon forty years ago and lately has been operating on Elk river, has established a new mill of 20,000-foot daily capacity in the Cedar Fork district. He will cut fir and cedar for the local trade, and also will ship by way of Bandon and Coos Bay ports.

Percentages of Grades in Softwood

WASHINGTON, D. C., Oct. 10.—Nearly 20 percent of the total softwood lumber production of the country is of "select" grades and 74 percent is of "common" grades, not including 2 percent of "box" lumber. The rest, or 4 percent, is manufactured in the regular factory and shop grades. In softwood lumber manufacture, more "No. 2 common" develops than any other one grade, or 37.2 percent of the total produced.

These weighted averages, just compiled by Arthur T. Upson, consulting engineer of the National Lumber Manufacturers' Association, on the basis of reports of regional lumber manufacturers' associations, are published for the first time in the October issue of the National Lumber Bulletin.

The species covered include red cypress, Douglas fir, eastern hemlock, California white pine, Idaho white pine, North Carolina pine, northern pine, Ponderosa pine, southern pine, sugar pine and redwood, and the figures apply to all yard and factory items.

Of the total mill run production of softwood lumber, "B&better" make up 14.7 percent and select grade "C," 3.7 percent. The amount of grade "D" is only 1.4 percent of the total mill run, due primarily to the fact that many associations do not recognize that grade under their rules but include lumber of "D" quality in their highest common grade. Thus the total of the upper grades is 19.8 percent of the mill run of all species studied.

In the common grades, which total 74.3 percent of the mill run, the production percentages are as follows: No. 1, 23.8 percent; No. 2, 37.2 percent; No. 3, 11.7 percent; No. 4, 2 percent, and No. 5, 0.3 percent.

Of the remaining 5.9 percent, box lumber is 2 percent and the regular factory and shop grades run "No. 3 clear and better," 0.4 percent; "No. 1 shop," 1.7 percent; "No. 2 shop," 1.2 percent, and "No. 3 shop," 0.6 percent. In some species, notably California pines and red cypress, certain grades are suitable both as yard and as factory lumber. In this tabulation such grades were considered as yard lumber, thus causing the low percentage for the best grade of factory lumber. In other cases, it was necessary for uniformity in tabulation, to make certain readjustments between grades, and these are fully explained in the bulletin.

ACCORDING TO AN ITEM appearing in the Washington Star, experiments have been made at Hamburg and at Dresden, Germany, with the object of preparing from peat a substitute for wood. This is done by combining with it wax under a pressure of about 500 atmospheres. The resulting product, or artificial wood, is said to be "very resistant to water, to fire and to variations of temperature. It is extraordinarily hard and is suitable for use as paving material, railroad ties, etc. Its cost is about 75 percent that of oak wood of commercial grades."

In the Realm of Building

Figures Show Safety of Wood

SEATTLE, WASH., Oct. 9.—Seattle, city of wood-shingled homes, and of residences in which wood predominates far ahead of any other building material, is in second place in smallness of annual fire loss, on a five-year record, among cities of from 200,000 to 1,000,000 population. On figures compiled by Fire Marshal Robert Laing the average annual loss for Seattle is \$814,850, of which total only \$120,000 is due to fire in residences. A total of 75 percent of losses is protected by insurance. The loss per capita for the 5-year period is \$2.15. Out of 270 fires causing loss, 142 are of preventable origin. The figures assembled by the fire marshal are a source of satisfaction to lumbermen, who perceive in them a refutation of many statements to the effect that wood construction is a bad fire hazard. On the contrary, the Seattle figures demonstrate that wood construction is safe.

A Popular Small House Design

NEW YORK, Oct. 12.—A small house, yet a very attractive one has been put within the reach of the average pocketbook, in a design which has proved very popular in some of the



An economically-built small house

suburban building operations. The house is of colonial design, and represents a good type of modern architecture. The floor plans show plainly that this little house was designed with a view to affording as much room as possible. Three rooms and a sun parlor are available on the first floor, besides the kitchen. The last named room is augmented by a breakfast alcove, or enclosed porch, and also has space which may be utilized for a pantry.

The second floor has three commodious bedrooms, bath and ample closet space. Above there is a roomy attic for storage. All the rooms are literally flooded with sunshine and air.

Such a house as this, of selected materials and high grade specifications, hardwood floors and trim in keeping with the general character of the building, can be built, depending upon local conditions, at from \$5,500 to 6,500.

The plan can be so adjusted, according to the designers, to fit a 20 to 25-foot lot, but ordinarily a 30-foot lot would show the house off best.

Educational Exhibit at "Sesqui"

PHILADELPHIA, PA., Oct. 12.—A modernized colonial dwelling is gaining its share of attention from the thousands who are daily visiting the "Sesqui." Although primarily intended to advertise the value of frequent paint application, this frame house is also emphasizing the advantages of wood for building purposes.

Designated as the "Save the Surface Home," this very attractive house was constructed by the paint and varnish industry with the cooperation of the National Lumber Manufacturers Association, the Red Cedar Shingle Bureau, the Southern Pine Association and other organizations.

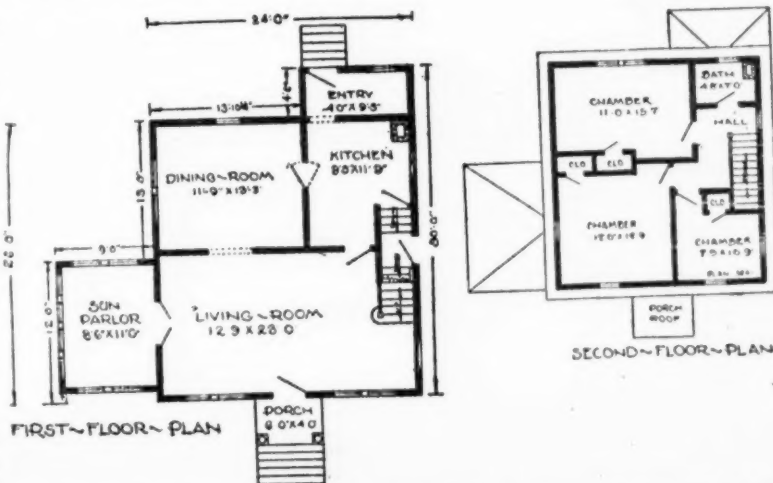
The wood shingled roof has been stained green, with wide clapboards treated to several coats of cream colored paint and the windows trimmed in jade green. The building, with garage, is intended to represent the typical home of the average self-respecting and comfortably housed American citizen. There are six rooms including the bath. The front door opens directly into the living room, which is airy and light with its four windows and a door leading out onto a sheltered terrace. A big fireplace at the end of this room promises comfort on winter nights. The floor boards in the living room, of alternating and variegating widths, are typical of old Colonial days. The house is equipped with Curtis woodwork throughout.

The living room is open to the roof, with the construction timbers and ceiling boards exposed. The house, excavated under the living room, dining room and kitchen, contains approximately 22,500 cubic feet. The hardware is a practical adaptation of the old Colonial. Landscape architects have beautified the lawn and walk.

Launches Program of Winter Building

NEW YORK, Oct. 11.—A home-building program that calls for the erection of 100 all-year-round residences to be completed for occupancy by March 1, 1927, has just been launched by the Fox-Frankel development at Massapequa, L. I. This is one of the very few instances in which a fixed winter program of building construction has been attempted on the Long Island waterfront and the venture is attracting much interest among lumbermen and builders. The home construction program will be continued without let-up throughout the winter, according to the announcement, regardless of the rigors of the climate.

A TOTAL of \$145,043,734.55 has been collected in tolls by the Panama Canal during the first twelve years of its operation, which ended Aug. 14, 1926. Since Aug. 15, 1914, 35,569 commercial vessels have passed through the canal and have paid an average of \$4,000 each for the transit.



This harmonious home of colonial design can be built for between \$5,500 and \$6,500, depending on location of plot for which it is proposed

Gum Demand Features Hardwood Market

Ocean Rates Again Advance

MEMPHIS, TENN., Oct. 12.—Ocean freight rates on hardwood lumber from Gulf ports to the United Kingdom advanced another 5 cents yesterday, according to the announcement made here today by J. H. Townshend, president American Overseas Forwarding Co. This makes present rates to the United Kingdom 45 cents on heavy hardwood lumber, and 55 cents on light hardwoods. The rates to Irish ports are 50 cents on heavy hardwoods, and 60 cents on light hardwoods.

These are the highest rates quoted on hardwood lumber to the United Kingdom since the war days, when rates went out of sight. The reason for the increase, as given by the steamship lines, is high cost of coal and oil used for fuel as well as the scarcity of tonnage, due to the coal strike in England. All extra tonnage is being used to move coal and grain and, with the big cotton crop and heavy shipments of hardwoods and pine, steamship operators were forced to increase rates. The rates out of the Gulf were raised to 40 cents on heavy hardwoods about one week ago, but this made the Gulf rate less than the North Atlantic rate, and the increase announced yesterday puts ports in both sections on a parity.

Hardwood shippers in the South who ship through the American Overseas Forwarding Co. are protected through the remainder of 1926 at the old rates of 35 cents a 100 pounds. These bookings were made by the American Overseas when the first advance was announced.

CINCINNATI, OHIO, Oct. 11.—Theodore Davis, secretary manager Lumber Traffic Association, has returned from Baltimore, Md., where he went to consult the officers of the National Lumber Exporters' Association regarding the increase in ocean freight. Mr. Davis reported that there were good prospects of favorable consideration of the plea for former ocean rates to Great Britain covering shipments under contracts already made.

Demand Is Very Heavy

MACON, GA., Oct. 12.—Much improvement was shown in the hardwood lumber market here this week, with mills having all that they could do to supply the orders. Business was better than it has been in some time, coming not only from the East, but from other sections of the country. Orders covered nearly every line. They included a number of cars for the export trade, in which there has been quite a revival during this month. The North Carolina furniture manufacturers continue liberal buyers. Trim mills are working overtime to meet the demand, and they are booking orders for future delivery. All in all the hardwood situation is probably better than it has been at any previous time this year.

Orders for Larger Amounts

COLUMBUS, OHIO, Oct. 11.—Hardwood buying by both retailers and industrials is increasing. The average order is larger and there are many more straight car orders. Prices are firmer with the most marked advances in thick stocks. Flooring is stronger as better tone is developing and higher prices are foreseen. Dry mill stocks are not large, owing to curtailed production due to bad weather.

Southern pine is showing considerable firmness. While dealers are buying for immediate wants only, volume is normal. Dry mill stocks are not plentiful as there has been interference with production by rains and storms. Transit cars are not numerous. Dealers' stocks are not large as a rule.

W. M. Ritter, head of the company bearing his name, landed in New York Oct. 8 following

a two months' trip in England and on the Continent. It was a honeymoon trip for Mr. Ritter. He went to his home in Washington, D. C., but will soon visit the general headquarters of the company in Columbus.

F. B. Pryor, sales manager W. M. Ritter Lumber Co., after returning from a business trip to Pittsburgh last week, left early this week on a trip to the automobile factories in Detroit and vicinity.

The Scioto Lumber & Supply Co., which suffered the total loss of its plant and stock by a fire in June, has decided not to rebuild its plant on Neilston Street, and will liquidate. Insurance matters were adjusted satisfactorily. The company owns a valuable tract of real estate, which will be sold. J. S. McVey and D. N. Postlewaite were the principal owners.

The J. H. Zinn Lumber Co. has employed an additional city salesman in the person of L. C. Heinlein, formerly with the Clark County Lumber Co., of Springfield, Ohio.

The E. A. Prentice Lumber Co. has now completed its mill and dry kiln, built to replace the ones destroyed by fire about a year ago.

J. A. Andrew, head of the Andrew Lumber Co., returned recently from a trip through the southern pine sections of Mississippi, Louisiana and Alabama. He found that there had been considerable storm damage to plants, especially in Alabama.

Work on New Mill Getting Under Way

BOGALUSA, LA., Oct. 11.—The site for the new hardwood mill of the Lamar Lumber Co. has been cleared, streets through the property have been ordered closed, and grading for the switch has been started. Plans and specifications for the buildings are in the hands of contractors, and contract will be awarded soon. It is expected that the mill will be in operation by the first of the year, and will employ about two hundred.

Rains Prevent Air Drying

LOUISVILLE, KY., Oct. 11.—Demand for hardwoods continues very fair. Continued rainy and damp weather is hindering air drying and demand for kiln dried stock continues very good. Gum and poplar are reported in very good demand. Walnut is a shade stiffer in price than it has been. Wormy chestnut is moving. Common oak for use in flooring is still moving. General conditions in the trade are very fair, and a good fall is being predicted. Prices are about the same as they have been. Inch stocks, Louisville, are quoted: Walnut, FAS, \$220 to \$225; selects, \$150 to \$155; No. 1 common, \$95; No. 2, \$45. Poplar, FAS, \$95 to \$100; saps and selects, \$70; No. 1 common, \$48 to \$52. Plain red oak, FAS, \$80 to \$90; common, \$60; plain white oak, FAS, \$85 to \$95; common, \$62. Ash, \$90 and \$50. Chestnut, \$90 and \$50. Cottonwood, \$55 and \$38. Quartered red gum, FAS, \$102; common, \$60; plain red, \$102 and \$57; quartered sap, \$62 and \$47; plain sap, 57 and 43.

Excellent transportation conditions, high costs of rehandling, use of kiln dried material, and high rental and land values are said to be resulting in reduction of size of rehandling yards in some sections of the country, and more shipping direct from mills. It is claimed that a number of northern companies are today reducing yardage stocks.

The Lewis Roach Lumber Co., Louisville, has opened a buying office at Ellisville, Miss., in charge of J. L. MacElreath, who has had twenty-odd years' buying experience in the South.

Hoyt Gamble, Gamble Bros., Louisville, has returned to the city after a summer spent in Europe with Mrs. Gamble, having left here on July 2.

Small Orders in Good Volume

CINCINNATI, OHIO, Oct. 12.—The hardwood market is showing continued strength, with some items a little firmer. Wet weather at production camps has served to curtail output, and so dry stocks at mills have been reduced. Furniture manufacturers, especially those making cabinets, are good buyers. Valley woods are showing tendencies to move upward, especially noted in the gums. Most bookings are of small orders. There has been little future buying.

The principal interest among Cincinnati lumbermen was the fall meeting of the Appalachian Logging Congress.

Baltimore Trade Notes

BALTIMORE, MD., Oct. 9.—For the first time in many years the old Liverpool wood brokerage firm of John H. Burrell & Co. has sent a personal representative to the United States. This representative, George H. Blow, arrived in Baltimore yesterday and spent the better part of two days going about among the exporters, especially of hardwoods. He had arrived in New York at the beginning of the week, and had passed on to Philadelphia, where he stopped at the office of Mackelduff & Co., who are the regular representatives in the Quaker City, as are John L. Alcock & Co. here. From Baltimore it was Mr. Blow's intention to move on to Asheville, Macon, Ga., and thence to Memphis, Chicago, Cincinnati, at which town his firm has an affiliation in the Kosee, Shoe & Schleyer Co., and also visit other points. As for conditions home, he said that he left the timber trade dull. With the miners' strike ended, as he said it soon would be, Mr. Blow felt that the lumber trade ought to pick up, and he consequently regards the present time as especially propitious for his American visit.

Pembroke M. Womble, a well known yardman of this city, and former president of the Lumber Exchange, arrived home from a trip to Europe of several months last Sunday and was busy during the week exchanging greetings with his many friends. He went abroad solely for recreation.

The E. E. Jackson Lumber Co., of this city, has given out a contract for the rebuilding of the eight dry kilns and the seasoning shed destroyed by fire at its plant in Riderwood, Ala., several weeks ago.

Richard P. Baer, of the hardwood firm of Richard P. Baer & Co., this city, has gone on a trip of about ten days to the middle West, visiting the firm's representatives in Columbus, Ohio, and Chicago, and taking in some other points.

Mr. Campbell, the younger, of the Birch Valley Lumber Co., Tioga, W. Va., was in Baltimore last week and called on some of the hardwood men.

Rains Reduce Mill Output

EVANSVILLE, IND., Oct. 11.—The hardwood mills in this section are being operated at 50 to 75 percent normal. Logs are rather scarce, due to the excessive rains in the South recently, and also in southern Indiana and western and northern Kentucky. Heavy rains along the Wabash River and its tributaries last week sent the water over thousands of acres of lowlands and in some places saw mill operations were forced to suspend for several days. The river passed flood stage at Mt. Carmel, Ill., and many other places. There have not been many changes in hardwood prices. Some items of gum have advanced and furniture manufacturers have been buying quite liberally of gum lately. The common grades of poplar continue in brisk demand, while there is not much call for the upper grades. Chestnut, elm and maple are in fair demand. Walnut has not changed much during the last month. Quartered

For Current Market Prices on Hardwoods See Pages 103 and 104

Market—Ocean Freight Rates Raised

ycamore is moving fairly well. Crate manufacturers report they are using a great deal of cottonwood now. Retail lumber trade has been fairly active during the last week or ten days. The various woodworking plants of Evansville are working full time.

Half interest in the American Walnut Co., of this city, has been purchased by Downey Coleman, of Oakland City, Ind., who recently disposed of his business interests in that town. The deal makes Mr. Coleman a business partner of Oscar Grimwood.

Furniture Makers Add to Stocks

MILWAUKEE, WIS., Oct. 12.—Milwaukee furniture manufacturers expect a good fall and early winter business. Wholesalers and retailers are buying furniture in much heavier quantities than at any other time this year, placing their orders in advance rather than buying hand-to-mouth. Manufacturers are therefore active in the lumber markets and they are willing to

Market Has Improved Tone

BUFFALO, N. Y., Oct. 11.—Hardwood trade has improved at some local yards. It is stated that the feeling among consumers is now somewhat better. One dealer says that trade is starting up fairly satisfactorily for fall, following a better summer than last year.

Congressman S. Wallace Dempsey, who is chairman of the committee on rivers and harbors, spoke on the subject of an All-American Deeper Waterway on Oct. 8 at the regular meeting of the Buffalo Lumber Exchange.

A party of lumbermen spent four days last week fishing and duck hunting at Honey Harbor, in the Georgian Bay district, Canada. The list was made up of C. R. Kelleran, Trotter-Kelleran Lumber Co.; L. J. Lewis, Palburn (Inc.); William Brady, B. Brady Lumber Corporation; J. K. Biggar, Iroquois Door Co.; Andrew Brady, Brady Bros., North Tonawanda; Claude Ellis, A. E. Dew & Son, Canastota; Charles Allen, Charles Allen Lumber Co., Roch-

Charles N. Perrin, of Blakeslee, Perrin & Darling, has returned from a two weeks' trip to the South.

O. D. Williams, salesman for Mixer & Co. in western New York, has returned from a trip to the hemlock mills of Michigan and Wisconsin, where he found the stocks considerably broken.

Orders and Production Lower

MEMPHIS, TENN., Oct. 12.—The volume of hardwood trading has been reduced considerably, orders being said to be smaller. The report of the Hardwood Manufacturers' Institute, however, shows that orders are still above normal and that production is gradually being reduced. The decline in business is affecting prices but little. There are some reports of orders being placed slightly below the higher prices which have obtained for the last sixty days, but these are few and probably represent forced sales. There is no disposition on the part of the manufacturers to lower prices.

Business is still coming from building trades, furniture manufacturers, and automobile factories. The flooring factories are still buying common oak, but not in as large quantities as heretofore reported. They are beginning to have an ample supply. The furniture people continue their buying but at no time have orders been exceptionally large. The automobile people are still buying, but only to keep plants operating.

The export market is exceptionally good. Foreign buyers are now aware that they must get the hardwood to seaboard prior to the first of the year to get advantage of the lower rates, and are making every effort to place their business now for delivery late in December, if possible. Ocean rates on hardwood took another advance of 5 cents per one hundred pounds yesterday, to 45 cents a hundred pounds on heavy hardwoods, which is 10 cents higher than the old rate. This is doing much to stimulate buying abroad.

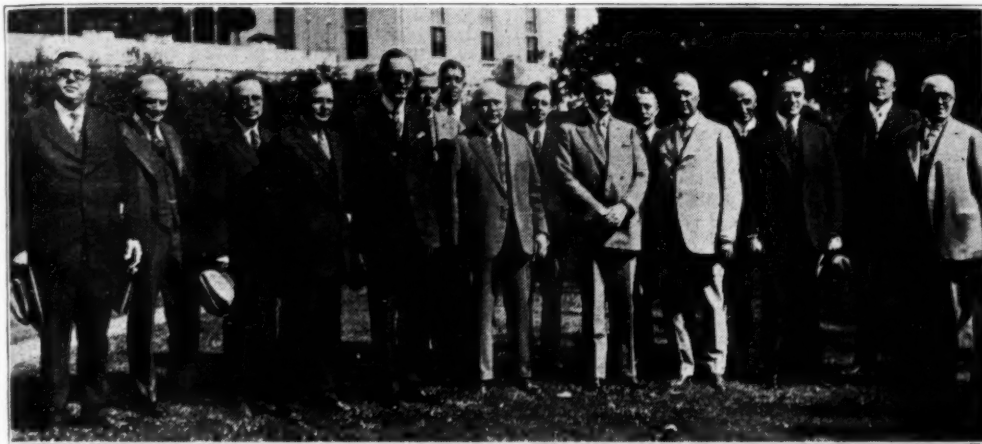
Logging conditions are good in the northern end of the hardwood belt, but still bad in the southern half. Some fear that the high water, promised by the weather bureau, will interfere with logging. Log prices remain on about the same levels in the north half of the belt, while higher prices have been asked in the southern half.

Frederick Hooton, of C. Noel Leigh & Co. (Ltd.), Liverpool, England, has been visiting Memphis exporters and has placed some nice orders.

Protest Sudden Rate Advance

BALTIMORE, Md., Oct. 11.—Shippers of hardwoods through North Atlantic ports to the number of about twenty met at the Emerson Hotel here last Tuesday to draft some form of protest against the action of the Transatlantic Associated Freight Conference, or, as the organization is more briefly known, the North Atlantic Conference Lines, in adopting and putting into effect without previous notice an increase in the ocean freight rates of 10 cents a hundred pounds. The increased rates were put into effect on Sept. 23, the day they were acted upon, and they caught the exporters of lumber entirely unawares, with orders on their books for many carloads of lumber taken on the basis of the old rates.

With Granville W. Taylor, of Asheville, vice president of the National Lumber Exporters' Association, in the chair, and with Harvey M. Dickson, secretary of the organization, keeping the minutes of the meeting, the exporters voiced strong protests, telegraphic messages having been previously sent to the North Atlantic Conference, and also to the South Atlantic Conference and to the organization of the Gulf lines, because of advances in rates of 2½ and 5 cents, respectively. Word had been received that the South Atlantic Conference had not made any advance, but a message which came



Special committee of lumbermen and other business men who conferred with President Coolidge at Washington last week, seeking the executive's approval of increased appropriations for forest fire prevention and fire fighting. In the group are John M. Bush, of Negaunee, Mich.; A. W. Laird, of Potlatch, Idaho; E. T. Allen, Portland, Ore.; J. J. Donovan, Bellingham, Wash.; John W. Blodgett, Grand Rapids, Mich.; F. G. Wisner, Laurel, Miss.; R. E. Danaher, of Detroit, Mich., and others

build up their stocks. FAS walnut is in better demand by the local manufacturers than any other items, and southern gum is also being taken in good lots. The northern hardwoods are not being absorbed to any great extent, only small lots being put in stock. The interior trim factories are doing a big volume of business. They have also been good takers of lumber. Walnut prices are higher, due to heavier demand for them in the last several weeks. The northern woods being taken are commanding higher prices on account of the shortages at the northern mills as a result of unfavorable weather.

Car Output Is Tapering Off

DETROIT, MICH., Oct. 11.—While decreases in automobile production are small, a tapering off is increasingly evident in most plants. Production schedules on cars in higher price ranges are being maintained, with similar indications in prospect for the next thirty days. A gradual decline in output of practically all plants is forecast for the last quarter of this year. At the Dodge plant, plans are being placed into effect whereby the panel and screen commercial cars of the company will be assembled in the Graham Bros. plants in Detroit, Evansville and Stockton, thus allowing the assembly lines in the main plant to concentrate exclusively on passenger cars. On the whole, production of motor cars is in good volume, and even where schedules have been lowered the output is materially in advance of that for the corresponding period of last year.

ester. Mr. Ellis caught a 33-pound muskellunge, one of the largest landed there this season.

The Lumbermen's Golf Club of Buffalo visited the Transit Valley golf links, north of the city, on Oct. 12, for the last games of the season. President Harold Hauenstein presented a cup to be contested for, the one making the lowest net score being the winner. Charles J. Amba was sponsor for the dinner and arranged a special form of entertainment.

A campaign is under way to raise \$750,000 for the needs of the Millard Fillmore Hospital and a soliciting committee has been appointed, among whose members are H. E. Montgomery and S. S. Mitchell.

Mark Cummings, who has been with the A. J. Chestnut Lumber Co. for the last year, has opened a wholesale hardwood lumber office on his own account at 801 Ellicott Square. Mr. Cummings is a veteran of the local hardwood trade.

D. F. Waterman, salesman for Rice & Lockwood in eastern territory, is covering western New York temporarily in place of Arthur B. Morgan, jr., who is visiting his old home in the South for the winter.

Lumber visitors last week included W. C. Alston, Parker Lumber Co., Tuscaloosa, Ala., and Will Day, sales manager, Wood Mosaic Co., New Albany, Ind.

Former Councilman Arthur W. Kreinheder, who is spending a few weeks in Europe, writes from London that he has been visiting many of the famous places there and is about to make a trip to Paris.

to hand here in the course of the meeting conveyed the information that this was an error and that the tariff had been put up slightly. On last Wednesday the exporters went to Washington and asked the assistance of the Emergency Fleet Corporation in bringing the matter before the Freight Conference and after some delay a session with the spokesmen of the North Atlantic Conference was arranged in New York for Thursday.

The exporters pointed out the disastrous consequences to the hardwood trade which might be expected to result from the increase in the rates without any advance notice, and without giving the shippers an opportunity to effect a readjustment in their affairs. It was pointed out that the custom for the last two years in quoting ocean freight rates had been to make the rates good for certain periods of time, and under this custom the last rate was made public in June, with the understanding that it would hold good through December. The Freight Conference was urged at least to permit the foreign orders on the books prior to Sept. 23 to get through under the old rate, and it was this plea that the steamship men promised to consider. Meanwhile Mr. Dickson is getting up data on the number of such orders and the ports for which they are destined.

The claims of the lumbermen were set forth by John L. Alcock, of John L. Alcock & Co., Baltimore; Mr. Weakly, of the W. M. Ritter Lumber Co., and Mr. Taylor.

At the conference with the Emergency Fleet Corporation representatives at Washington, there were present Mr. Dalton, president of the corporation, and Mr. O'Connor, chairman of the Shipping Board.

Messages of protest were directed to Frank P. Latimer, secretary of the Southern Atlantic Steamship Conference, and to H. J. Devereux, secretary of the Gulf Steamship Conference.

Dry Stocks Will Be Scarce

BAY CITY, MICH., Oct. 11.—The demand for northern hardwoods continues very satisfactory, and orders and shipments have exceeded production. The steady increase in demand, and the comparative decrease in production, has put hardwoods in a very strong position.

During the last two months the manufacture of softwoods has increased materially, and several of the mills are now cutting entirely on hemlock, in order to clean out their booms before freezing weather. In view of this condition, a very severe shortage of dry stocks is in prospect during the winter months, as the drying season for hardwood lumber is practically over. This will undoubtedly improve values and create a strong market condition.

With automobile factories on large production schedules, the demand from this source has been very active. There has also been a good demand from the building trades and hardwood flooring manufacturers. The hardwood flooring industry has experienced a very marked increase in sales during the last sixty days, and stocks of desirable items have been greatly reduced.

Michigan cities have participated in the large building program in progress during this year to a very large extent. The cities principally affected are those occupied by the automobile industry. In the city of Flint, new construction under way or about to be started amounts to \$13,238,000, of which \$2,000,000 is for new homes. The large expansion program of the Buick, Chevrolet, and Fisher Body interests is included in this amount. Grand Rapids, Lansing, Jackson, Pontiac and Saginaw have also had large building programs.

New Brunswick Lumber Investigation

MONTREAL, QUE., Oct. 11.—Appointment of Justice Grimmer, of the Supreme Court of New Brunswick, and F. C. Beatty, St. John, as a commission to investigate the lumbering industry in the Province is announced by Premier J. B. M. Baxter, of New Brunswick. Decision on this matter was reached at the meeting of the government which concluded there this week.

The commission will start work at once, and the premier is confident its work will be completed in a reasonably short time. Complaints from north shore sawmill operators and the general unsatisfactory state of affairs in the lumber industry, it was said, have moved the government to take this step. The premier also revealed that an expert accountant has been on this work for some time.

Attractive Street Corner Marker

The manager of a Northwestern lumber yard said the other day that his yard man has instructions to give prospective buyers of small bills of material what they want, if they do not find it among the odds and ends, find it elsewhere even if cutting (within reason) is necessary.

He says that since the automobile has come into such general use in hauling away cash and carry business that it is more than worth while to cater to such trade.

This man in explaining the odd nature of some of the wants in a retail yard, said that a man drove up to the gate and wanted to buy



White pine stick used as a street corner marker

a pine stick that would serve as a street corner marker. His property was located on the corner of two streets. He wanted to set the post on his own lawn and by such means was willing to tell all comers where they were at.

That same piece of white pine, dressed and white painted, is an upstanding show in itself at the corner of Overhill Avenue and Estes Court, Edison Park, Ill. It is shown in the picture bearing plain letters, a bird shelter being mounted on the marker.

Innovation in Marketing of Coal

[Special telegram to AMERICAN LUMBERMAN] WASHINGTON, D. C., Oct. 14.—Backed by a Government guaranty as to size and quality, the 12,000,000-ton output of the coal fields along the Monongahela railroad in northern West Virginia will be offered to the public. This epochal innovation in the marketing of coal following the lead of lumber and other industries was decided on at a conference today at the Department of Commerce between Secretary Herbert Hoover and a delegation of ten operators headed by Edward Hines, of Chicago, who has extensive coal interests and who is a direc-

tor of the National Lumber Manufacturers' Association. The Monongahela coal will be sold on an average heat value, based on British thermal units. An expert of the United States bureau of mines will assist the operators in determining the plans of standardization, both as to the sizing and the cleaning of the coal. Whereas fifteen sizes have been marketed in this district, it is expected that under the new plan only five sizes of coal will be offered.

Southern Pine Barometer

NEW ORLEANS, LA., Oct. 12.—For the week ending Oct. 8, Friday, one hundred twenty-one mills report as follows to the Southern Pine Association:

Production—	Cars†	Feet	Percent Normal	Percent Actual
Normal	.....	77,182,758	.....	.....
Actual	.....	67,190,655	87.05	.....
Shipments*	3,137	65,406,450	84.74	97.34
Orders				
Received*	2,642	55,085,700	71.37	81.98
On hand end of week†	12,158	253,494,300	.....	.....

*Orders were 84.22 percent of shipments. †Orders on hand showed a decrease of 3.91 percent during the week; the previous week there were reports from one hundred twenty mills.

†Basis for carload is August average, 20,850 feet.

Of 118 mills reporting running time, 5 were shut down; 19 worked overtime; 67, full time; 2 operated one day; 1, three days; 3, four days; 13, five days; and 8, five and one-half days.

National Analysis

WASHINGTON, D. C., Oct. 11.—The National Lumber Manufacturers' Association has issued the following analysis for the period ended Oct. 2, orders and shipments being shown as percentages of production:

ASSOCIATIONS—	During Week Ended Oct. 2		During 39 Wks. Ended Oct. 2	
	No. of Mills	Shipments	Shipments	Orders
Southern Pine	120	109	98	103
West Coast	106	108	92	102
Western Pine	37	119	112	101
California Pines*	18	76	56	96
California Redwood	15	90	81	97
N. Carolina Pine	51	104	119	103
N. Hemlock & Hwd.	15	99	55	100
Northern Pine	8	122	107	110
All softwoods	370	106	93	102
N. Hemlock & Hwd.	234	158	89	87
Hwd. Mfrs. Institute	106†	100	121	100
All hardwoods	111	124	98	101
All softwoods and hardwoods	106	95	102	101

†Units of production. *51 percent of cut in region.

The report for the week ended Sept. 25 in this department showed 357 mills and 127 units.

California Pine Sales

[Special to AMERICAN LUMBERMAN via Air Mail]

SAN FRANCISCO, CALIF., Oct. 11.—The following sales of California pines are reported by the California White & Sugar Pine Manufacturers' Association for the week ended Oct. 9:

California White Pine		Mixed Pines	
Nos. 1&2 clear	188,500	Common—	
C select	611,500	No. 1	33,000
D select	517,000	No. 2	639,500
No. 3 clear	170,500	No. 3	1,433,500
Shop—		No. 4	358,500
Inch	383,000	No. 5	22,500
No. 1	450,500	Timbers	12,900
No. 2	1,755,500		
No. 3	196,500	Dimension—	
Panel 1/2x.a.w.	2,500	No. 1	1,049,500
		No. 2	96,500
		No. 3	1,500
		No. 2&btr.	451,500
		Box	5,305,500
		Lath—	
		No. 1	10,435,000
		No. 2	170,000
		No. 3	165,000
		32"	213,000
		White Fir	
C & better	87,500	C & better	53,000
Common	269,500	No. 3&btr.com.	2,264,000
Dimen.	1,427,000	No. 4 com.	606,000
Ties & timbers	8,000	No. 1 dim.	312,500
		No. 2 dim.	50,500
		No. 2&btr. dim.	1,619,000
Miscellaneous	19,500		

National Production, Shipments and Orders

WASHINGTON, D. C., Oct. 11.—The following statistics were compiled by the National Lumber Manufacturers' Association:

Softwoods:	Production		Shipments		Orders	
	1926	1925	1926	1925	1926	1925
Week ended: 1926, Oct. 2; 1925, Sept. 26—						
Southern Pine Association.....	64,369,325	70,216,335	69,972,600	77,040,640	63,258,900	73,996,800
West Coast Lumbermen's Association.....	111,855,833	100,819,573	120,294,634	108,685,177	102,691,719	107,100,908
Western Pine Manufacturers' Association.....	28,730,000	36,233,000	34,259,000	30,852,000	32,231,000	21,934,000
California Redwood Association.....	7,299,000	6,719,000	6,536,000	8,075,000	5,880,000	8,169,000
North Carolina Pine Association.....	8,480,388	9,192,754	8,814,118	8,951,426	10,051,638	6,416,794
Northern Hemlock & Hardwood Manufacturers' Association.....	2,871,000	2,975,000	2,841,000	2,387,000	1,593,000	3,238,000
Northern Pine Manufacturers' Association.....	9,349,600	7,940,300	11,373,500	10,376,800	9,975,000	7,528,000
Total softwoods, one week.....	232,955,146	234,095,962	254,090,852	246,368,043	225,681,257	228,383,502
California White & Sugar Pine Manufacturers' Association.....	25,222,000	.....	19,156,000	.....	14,201,000	.....
Thirty-nine weeks ended above dates—						
Southern Pine Association.....	2,839,985,203	3,052,934,959	2,937,671,831	2,989,785,763	2,944,920,682	2,994,540,798
West Coast Lumbermen's Association.....	4,097,657,835	3,898,175,343	4,199,760,862	4,075,259,490	4,217,665,920	4,036,228,675
Western Pine Manufacturers' Association.....	1,326,352,000	1,255,109,000	1,334,672,000	1,174,146,000	1,386,977,000	1,144,517,000
California Redwood Association.....	300,957,000	291,704,000	293,250,000	271,924,000	297,175,000	272,369,000
North Carolina Pine Association.....	301,553,729	342,285,856	311,813,781	329,548,158	250,738,275	271,258,027
Northern Hemlock & Hardwood Manufacturers' Association.....	124,651,000	125,269,000	125,209,000	98,781,000	113,219,000	79,551,000
Northern Pine Manufacturers' Association.....	330,253,100	398,041,500	363,945,200	352,756,600	359,670,000	329,450,000
Total softwoods, thirty-nine weeks.....	9,321,439,867	9,363,519,658	9,566,322,674	9,292,201,011	9,570,365,877	9,127,914,500
California White & Sugar Pine Manufacturers' Association.....	1,137,105,000	.....	1,094,202,000	.....	982,607,000	.....
Hardwoods:						
Northern Hemlock & Hardwood Manufacturers' Association—						
One week.....	1,511,000	1,850,000	3,539,000	3,559,000	2,381,000	2,078,000
Thirty-nine weeks.....	189,744,000	.....	167,984,000	.....	164,491,000	.....
Hardwood Manufacturers' Institute—						
One week.....	17,184,252	12,685,288	17,143,109	14,309,318	20,774,574	16,471,950
Thirty-nine weeks.....	955,779,185	.....	953,383,043	.....	996,575,025	.....

Census Bureau Delivered Prices

WASHINGTON, D. C., Oct. 11.—The Department of Commerce has secured through the bureau of the census the following prices per thousand for lumber items and per hundred square feet for shingles, as the average paid Sept. 1 by contractors for building materials delivered on the job, these being selected from the complete list:

No. 1 Dimension, S1S1E, 2x4—16"	Common Boards	Flooring, 1x4" to 10 to 16"		Shingles, Extra Clear, 16", 5/2	
		Southern pine	Douglas fir	Red cedar	Cypress
Hartford, Conn.	\$55.00	\$40.00	\$100.00	\$ 5.60	.....
Springfield, Mass.	55.00	42.00	90.00	5.60	.....
Schenectady, N. Y.	50.00	41.00	110.00	6.00	.....
Syracuse, N. Y.	43.00	41.00	100.00	6.00	\$ 6.25
Philadelphia, Pa.	40.00	50.00	115.00	7.00	.....
Baltimore, Md.	40.00	40.00	130.00	10.40	.....
Shreveport, La.	42.00	54.00	100.00	6.00	6.80
Houston, Tex.	50.00	60.00	100.00	6.00	7.00
Pittsburgh, Pa.	49.00	48.00	104.00	6.25	.....
Cleveland, Ohio	55.00	50.00	95.00	.....	.....
Lorain, Ohio	53.00	50.00	105.00	5.60	.....
Columbus, Ohio	47.50	50.00	96.00	5.80	.....
Waterloo, Iowa	45.00	40.00	95.00	6.00	.....
Kansas City, Mo.	46.55	50.00	85.00	6.00	.....
San Antonio, Tex.	47.00	53.00	110.00	6.50	6.50
Denver, Colo.	44.00	42.00	115.00	7.50	5.75
Los Angeles, Calif.	32.00	32.00	.....	62.00	4.60
Long Beach, Calif.	35.00	34.00	.....	65.00	5.20
Portland, Ore.	21.00	21.00	.....	54.00	3.25
Seattle, Wash.	20.00	19.00	.....	52.00	3.00

The West Coast Review

SEATTLE, WASH., Oct. 9.—For the week ended Oct. 2, 106 mills report as follows to the West Coast Lumbermen's Association:

Production	Feet	Shipments	Feet	Orders	Feet
Production	111,855,833	Shipments	120,294,634	Orders	102,691,719
			8% above production		8% below production
Shipments—					
Water delivery:		Domestic	43,036,333	Export	12,371,010
Total (46%)			55,407,343		
Rail (47%)			56,072,382		
Local			8,814,909		
Total shipments			120,294,634		
New business—					
Water delivery:		Domestic	27,671,755	Export	15,588,947
Total (42%)			43,260,702		
Rail (49%)			50,616,108		
Local			8,814,909		
Total new business			102,691,719		
Unfilled orders—					
Domestic cargo			137,912,822	Export	110,043,450
Rail			122,202,546		
Total unfilled order			370,158,818		

Hemlock and Hardwood

OSHKOSH, WIS., Oct. 11.—The following summary is supplied to the Northern Hemlock & Hardwood Manufacturers' Association by twenty to twenty-five firms that ordinarily make about one-third the total monthly shipments; and shows averages for August, September and 1926 to date, and weekly figures for October:

Period—	Hemlock			
	Firms	Cut	Shipments	Orders
Weekly average—				
August	3,845,000	3,371,000	3,181,000	
September	4,015,000	3,133,000	3,115,000	
1926 to Oct. 2	3,263,000	3,228,000	2,904,000	
Oct. 2	24 4,715,000	4,519,000	3,239,000	
Hardwood				
Weekly average—				
August	2,000,000	4,258,000	4,765,000	
September	1,696,000	4,638,000	4,499,000	
1926 to Oct. 2	4,834,000	4,320,000	4,200,000	
Oct. 2	24 2,129,000	4,933,000	4,090,000	

North Carolina Pine

NORFOLK, VA., Oct. 11.—The North Carolina Pine Association makes the following analysis of figures from forty-eight mills for the week ended Oct. 2:

Production—	Feet	Normal	Actual	Percent Normal	Percent Actual	Percent Shipments
Normal	13,416,000	77	76	98	99	
Actual	10,309,479					
Shipments	10,115,033					
Orders†	9,985,138					

*"Normal" is based on the amount of lumber the mills would produce in a normal working day. †As compared with the preceding week, there is an increase of 62 percent in orders; but that week there were reports from only thirty-seven mills.

Hardwood Barometer

MEMPHIS, TENN., Oct. 11.—The Hardwood Manufacturers' Institute barometer for the week ended Oct. 2, one hundred fifty-three units reporting, is as follows:

Production*	Feet	Normal	Actual	Percent of Normal	Ship- output	Ship- output
Normal (identical mills)	26,334,000	91.0	95.2	104.6		
Actual	23,956,197					
Shipments†	25,068,055					
Orders—						
New†	27,571,250	104.7	115.1	110		
On hand end week	157,881,080					

*Based on mill log scale. †Lumber fabricated at the mills and used in construction work included in total orders and shipments.

Oak Flooring Statistics

The following are statistics for the weeks ended as shown and comparative periods:

1926—	Production	Shipments	Orders
Oct. 2	10,896,000	9,872,000	8,969,000
Sept. 25	9,936,000	10,415,000	10,120,000
March 15 to Oct. 2	297,805,000	296,023,000	297,320,000
1925—			
March 16 to Oct. 3	292,572,000	303,075,000	302,729,000

The figures for March 15 to Oct. 2, 1926, compare as follows with those for the period March 16 to Oct. 3, 1925: Production, 2 percent increase; shipments, 2 percent decrease; orders, 2 percent decrease.

Percentage of Thicknesses, Week Oct. 2	1 3/8"	3/4"	1/2"	1/4"
Production	77	14	4	5
Shipments	78	12	4	6
Orders	75	15	6	4

Western Pine Summary

PORTLAND, ORE., Oct. 9.—The Western Pine Manufacturers' Association summarizes as follows reports for the week ended Oct. 2, from thirty-seven member mills:

Production—	Cars†	Feet	Percent of Normal	Ship- ments
Normal*	32,750,000			
Actual	28,730,000			
Shipments (car)	1,283	33,358,000		
Local deliveries		901,000		
Total shipments		34,259,000	119.24	
Orders—				
Canceled	36	936,000		
Bkd. (car)*	1,205	31,330,000		
Local		901,000		
Total orders		32,231,000	112.19	94.08
On hand end week	3,788	98,488,000		

†Car basis is 26,000 feet. Bookings for the week by thirty-five identical mills were 109.25 percent of those for the previous week, showing an increase of 2,600,000 feet.

*Normal takes into consideration mill capacity, number of months usually operated and usual number of shifts—reduced to a weekly basis which is constant throughout the year.

During the week, production was 87 percent of normal; shipments, 105 percent of normal, and orders, 97 percent of normal. Average for the corresponding week of the last four years was as follows: Production, 102 percent; shipments, 82 percent, and orders, 81 percent of normal.

Production is so seasonable that, during two winter months, actual production amounted to only 53 percent of normal, while during two peak summer months the production increased to 114 percent of normal.

Appalachian Operators Reorganize to Improve

CINCINNATI, OHIO, Oct. 13.—Seldom in any organization in the lumber industry has the need of a change of direction of effort been so completely recognized and so promptly acted upon as in the annual meeting of the Appalachian Logging Congress held here in the Sinton Hotel yesterday and today. Organized a number of years ago solely with a view to increasing the efficiency of woods operations, the members of this organization and other Appalachian operators have become thoroughly convinced that for some months their biggest problem has been that of efficiently and profitably marketing their products. They realize that while further improvement in production methods may be possible and advisable, their best hope of satisfactory profit now lies in better marketing. As a consequence operators who were members of the Appalachian Logging Association and those who were members of the recently organized Appalachian Hardwood Manufacturers' Club agreed at the second day's sessions of the congress to unite in one organization to be known as the Appalachian Hardwood Club and to change or so direct the activities of the new organization as to improve marketing and merchandising practices to the advantage of manufacturers, wholesalers and consumers.

Immediately upon calling the session to order, President Butler made his address, in which he stressed the need of improved methods of merchandising, including greater publicity; declaring that, while efficiency in logging and manufacture are important in themselves, the major problem of the Appalachian operators is to obtain a better return in values of manufactured stock. Mr. Butler spoke as follows:

While this organization has been devoted primarily to the discussion of logging problems, it is a fact that the one great important factor in which every Appalachian lumber manufacturer now is most vitally interested is the question of why are the net results of your lumber operations not more remunerative.

This brings us squarely up against the question not of better logging or manufacturing methods, but better merchandising, and it behooves us in this meeting not only to consider the practical problems of logging and manufacturing but to give earnest thought and careful consideration to the question of how our lumber should be merchandised.

A study of available statistics discloses the fact that the demand for hardwoods is steadily declining and that for many purposes where hardwood lumber long has been the favorite material, other materials have come in to take its place. Primarily this is due to the flood of propaganda now sweeping the country, insidiously driving home in the minds of the general public the thought that in order to conserve the forest resources of the country it is a patriotic duty to use other materials than wood. This decline in demand for hardwoods may be attributed very largely to the successful advertising methods used by manufacturers of various substitutes for lumber, the number of which is increasing rapidly, and practically all have proved financially most profitable.

With their beautifully attractive literature, articles and stories in newspapers and magazines, bold statements that certain substitute materials are lumber, and intimations that the hardwood forests soon will be exhausted, they are, not slowly but indeed rapidly, educating the general public to believe all this to be true and are creating an unusual and immediate demand for their product—so-called "lumber," which now is sold to the consumer as a finished product.

"We Sit Calmly By"

Yet in the face of these encroachments upon the rightful markets for wood, and especially hardwood, we as loggers and manufacturers sit calmly by and apparently make no concerted effort to combat this growing number of lumber substitutes, nor to tell the real story of wood, the most beautiful and the most useful product with which man has ever been endowed by a generous Providence.

This meeting, while assembled primarily for the purpose of discussing logging and manufacturing methods, should afford an opportunity for you to formulate a definite advertising and promotion campaign to promote the present and future use of hardwoods, to inform the public truthfully just what these various substitutes are and how much better and cheaper lumber really is.

We have developed logging and manufacturing to a high degree of perfection. The best thought of the industry has been devoted for years to the problems of more economical production, and possibly no industry has made greater strides in this direction than has our own lumber industry. While this is true, there has been a woeful disregard of the same careful study of proper merchandising, which necessarily must include liberal advertising, in order that both distributors and consumers of hardwood lumber might have the facts always before them and not be constrained to give ear to the specious arguments and beautiful presentations of the alleged merits of materials which time will prove are not really in a class with lumber as a building material nor as a material for supplying the furniture for the homes of the country.

"We Need to Be Aroused"

Friends, we need to be aroused along this line. The great hardwood industry of which the members of this Appalachian Logging Congress form such an important part ought to arise, gird up its loins, determine to tell the facts and no longer remain in the background, cowed and overcome by the vociferations of manufacturers of inferior materials.

We all frequently attend lumber conventions; we are entertained with most interesting and wonderful addresses; we are shown statistics, charts, curves of production and operating costs; we are told about taxation, reforestation, timber bond financing and innumerable other topics bearing



M. W. STARK,
Columbus, Ohio;
Elected President



R. C. STAEBNER,
Washington, D. C.;
Spoke on Estimating

more or less directly upon lumber; we are told what we should do or should not do and just how to do it; but in the final analysis very little definite information is given as to just how our lumber can be sold at a profit. Really what benefit do you derive from all this if, after reducing your production costs to a minimum and at the same time assuring your trade a high quality product, you left the buyer dictate the prices and terms on which this material is to be sold?

Does it not generally happen that you go to a convention, have a good dinner and a bully time, but before leaving the city sell a block of lumber to some consumer or to some distributor who convinces you that he can purchase this same kind of lumber as yours from another manufacturer—your competitor—at the price you are offering, or even less? You don't really believe this down in your heart. You know you are practically selling this lumber at a loss, yet you allow the customer actually to make his own selling price and allow your material to pass out of your possession without a proper recompense in the way of a price that affords you a reasonable profit.

Had you been fully informed and in close touch with general market conditions but more particularly in close touch with the other manufacturer who, though your competitor, yet is your good friend, is it not possible that you never would have accepted this low price?

Your real problems are not so much your logging, railroad and various manufacturing costs as they are to bring about a better use and a greater use of hardwoods and the proper distribution and merchandising of hardwoods at a profit. I really be-

lieve that not enough intelligent thought is given to the proper methods to be employed in disposing of your lumber. There is no stability to your prices. There should be more research work and development of better marketing conditions, and above all there should be more publicity, both through the trade press and the publications that put you in touch with the home builder and the industrial user.

Suggests Conferences of Forces

Would it not be helpful to have your various officials, your managers, superintendents and your salesmen get together in frequent meetings, every few weeks if necessary, and indulge in frank discussions of your many problems, including operating costs to be sure, but more particularly the various existing lumber market conditions, the various uses to which your product rightfully should be put, the existing conditions as regards supply and demand, and how you are marketing or merchandising your product—with the one thought paramount that only by cooperation, by pooling your interests, and by united action can your lumber be sold at a profit; and above all, I am fully convinced that one great need—and one that has been generally overlooked by this group of manufacturers—is more publicity. I trust you will pardon me if I continue to hammer along this particular line, but standing somewhat on the sidelines, I have been impressed with the power of publicity as wielded by the manufacturers of materials that are rapidly and surely encroaching on the markets for lumber.

There is no better timber than your Appalachian hardwoods. You have an ample supply for years to come. You are comparatively few in number. Therefore, why not take advantage of your opportunities, your knowledge and experience, and endeavor to realize at least a reasonable profit on your lumber. We know there is none better; it is well manufactured, properly dried and inspected. There is nothing fundamentally wrong with your product, but there is something wrong with your realization, and it is evident that an improvement along this line can only be efficiently accomplished through cooperation and all working together to the one end—a greater use and a better use of hardwoods.

Upon concluding his address President Butler asked S. F. Horn, of Nashville, Tenn., to make his report as secretary and treasurer. Mr. Horn read his report, showing the excellent financial condition of the congress, with a balance of cash in hand of \$2,677.11 after all bills have been paid and with additional receivables of a few hundred dollars. His report showed a membership of sixty-two.

President Butler then called upon M. W. Stark, Columbus, Ohio, of the American Column & Lumber Co., to explain the situation with respect to the proposed merger of the Appalachian Logging Congress and the recently organized Appalachian Hardwood Manufacturers' Club.

Mr. Stark said that while the fact was recognized that the congress had done good work in the logging field, a number of operators in considering the situation from the marketing viewpoint, became convinced that it was necessary for them to attack their merchandising problems with a united front. As a result the manufacturers' club was organized. Later, the matter of uniting the two organizations was considered, it being realized that such a move would necessitate changing the constitution and bylaws of the congress, as well, perhaps, as its name, and the holding of more frequent meetings. The club's committee appointed to confer with a similar committee of the congress was Mr. Stark, chairman; Bart Hagemeyer, of Cincinnati; of the Tennessee Coal & Lumber Co., and J. S. Walker, Lansing, Tenn., Emory River Lumber Co. Mr. Stark cited the experience of the Southwestern Hardwood Club as an illustration of the kind of organization contemplated.

Following Mr. Stark's remarks, President Butler named the following as a committee from the congress to confer with the club committee: W. M. Pryor, president W. M. Ritter Lumber Co., Columbus, Ohio; F. P. Dabolt, of Bond & Foley, Bond, Ky., and S. F. Horn, of Nashville, Tenn.

Next on the program was a report by E. H.

to Improve Methods of Merchandising

Frothingham, of Asheville, N. C., director of the Appalachian Forest Experiment Station, regarding the work done and projected by that station. Mr. Frothingham said the station up to July 1, 1926, had a very small fund, but that Congress as result of efforts of lumbermen and others, had practically doubled the station's fund, thus enabling it to enlarge its personnel from four to seven and to add to its equipment as well as to establish a laboratory and demonstration forest. It is the aim of the station, he said, to establish forest substations at strategic points, where studies can be made with a view to cutting for a sustained yield. In order also to get the station's work before the public a forest research council has been named, including in its membership lumbermen, pulp and paper men, mining representatives and railroad interests. This, he said, is designed to be an independent body whose function will be to criticize and offer constructive suggestions regarding the work of the station. He suggested that the congress appoint a committee on forestry to cooperate with the research council.

Mr. Frothingham referred to the paper by W. W. Ashe, to be presented at this meeting and said the station wished to make a study of mill scale in the Appalachian region similar to that reported on by Mr. Ashe, to determine the relative profit of cutting various sizes of logs and said he would like to hear from operators interested in having such studies made at their mills. He said an offer to make such studies had been made by New England interests to the Northeastern station and that the Forest Service did not have an adequate force to carry on both studies.

Landon C. Bell, of the W. M. Ritter Lumber Co., asked if it would be within the scope of the station's activities to make a study of State taxation. Mr. Frothingham told of the study projected or under way by the Forest Service under the direction of Prof. F. R. Fairchild and H. H. Chapman, and said he considered taxation as one factor that had not hitherto been given enough consideration.

Mr. Bell said he had wondered if the Appalachian station would make a local study, and referred to the tax commission in West Virginia which is making a study with a view to proposing a taxation policy for the State. Land in that State, he said, sometimes is valued at \$8 to \$10 an acre at a high rate of levy, making reforestation impracticable.

At this point President Butler called upon N. U. Bond, of Bond & Foley Lumber Co., Bond, Ky., member of the Kentucky senate, and author of the State's forestry law recently enacted. Mr. Bond said the law created a forest preserve and authorized the agricultural department to take over lands offered for reforestation purposes by owners. Such lands when accepted can not be taxed at a value above \$2.50 an acre, and thus the local tax board has nothing to do with fixing the value. The taxes on these lands are paid to the forestry department, and when the tax has been paid the local self-governing unit gets credit for the amount paid by it. Within ten years the land may be withdrawn upon payment of back taxes at the rate paid prior to its inclusion plus 5 percent. After ten years the owner must pay 25 cents an acre additional. When released for cutting the State and the county get 10 percent of the stumpage value at the time of cutting. The law became effective a month or so ago, Mr. Bond explained, and a test case is to be carried through the courts to determine its constitutionality.

Estimating Appalachian Hardwoods

The final number on the Tuesday morning program was a paper by R. C. Staebner, former president of the congress but now with the Forest Service, on "Estimating Appalachian Hardwoods."

"Wood timber estimates coupled with good maps," Mr. Staebner said, "are very important

factors in intelligent logging and successful lumber manufacture." These, he said, are not only the basis of a sound knowledge of the qualities and kinds of timber and its topographic situation, but they afford the data for well planned operation. Many operations, he said, have been successful without either estimates or maps worthy of the name, but lack of this information has been the reason for the failure of many projects. After referring to the difficulties involved in measuring or estimating the volume of standing trees, Mr. Staebner said that many attempts had been made to shorten the work by constructing volume tables based on measurements of trees of different species and sizes and averaging the contents of trees of the same diameter and height classes. Although it appears that progress is being made in that direction in softwoods, no such progress has yet been made with hardwoods, chiefly on account of the much more variable character of hardwood growth habits.

For the present the hardwood estimator is limited either to the direct determination of individual tree volumes or the use of volume tables. Hardwood volume tables have to be constructed for each species and for the same species under different conditions of growth. When

of this line, or locating and measuring sample plots at certain distances along these lines.

After explaining the advantages of the various methods, Mr. Staebner said the reasons for the failure of estimates are, failure correctly to determine the tree contents on the areas actually covered; failure to get a true average sample of the stand, usually from improper location of the measured areas, or from too small a percentage estimate; the incorrect determination of the total area of the tract; failure to distinguish clearly between the merchantable and non-merchantable timber, which involves the question of its topographic situation as well as its individual character.

Probably the underlying trouble with most estimates, he said, assuming reasonable skill and experience on the part of the estimators, is the pressure of time and expense which forces too hasty an examination. As a rule, he said, the more actual counting and measuring done, the more accurate will be the result. In closing, Mr. Staebner quoted Austin Cary, logging engineer, Forest Service, as saying, "every time a measurement is substituted for a guess or judgment, the more reliable will be the result." He also referred to Mr. Cary's Book, "Manual for Northern Woodsmen," and Prof. H. H. Chapman's book, "Forest Mensuration," as the most reliable and comprehensive works on timber estimating.

TUESDAY AFTERNOON

In opening the afternoon session President Butler read telegrams from W. T. Latham, of Andrews, N. C., and F. G. Norcross, of Fort Myers, Fla., expressing their regret at inability to be present and sending their best wishes for the success of the meeting.

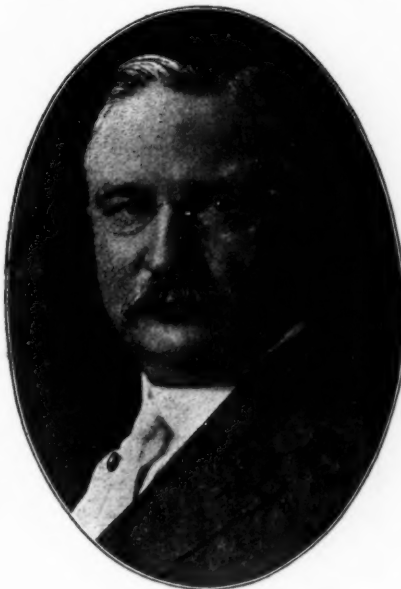
Owing to the absence of W. W. Ashe, of Washington, D. C., assistant district forester, Secretary Horn read his paper on "Relation of Size of Timber to Grades, Logging Costs and Stumpage Values." [This paper, substantially in full, will be found on pages 73 and 74 of this issue.—EDITOR.]

The next following number was a paper read by A. A. Kopp, of the W. M. Ritter Lumber Co., Columbus, Ohio, on the proper maintenance of locomotives, in which Mr. Kopp showed that by careful handling, adequate oiling, inspection and replacement of worn parts, a locomotive's life can be prolonged almost indefinitely.

The paper prepared by C. T. Venable, of Crum, W. Va., of the Yellow Poplar Lumber Co., on "Gasoline Skidders in Mountain Logging," owing to Mr. Venable's inability to be present, was read by Mr. Horn. The machine described and used by Mr. Venable was made by the Clyde Iron Works, of Duluth, Minn., and J. J. Lumm, sales manager of that concern, showed some films of a machine of that type, giving details regarding its principal features. No swamping is necessary with it, he said, and it can do a wide range of work, used as a yarder saving 20 percent in costs. Films were shown of the machine operating in the West also. Mr. Lumm asserted that the gas type of power units has come to stay in the lumbering of the West Coast as well as in the Appalachian region. It is easy to handle and it is relatively easy to get men to care for it satisfactorily.

Next was a paper on "The Fordson Tractor in Logging and Lumbering," by M. W. Wilson, of Cincinnati, representing the Ford Motor Co. Mr. Wilson told of the numerous efficiencies introduced into its logging and lumbering operations by the Ford Motor Co., and by means of films showed the multitude of uses to which the Fordson can be put, the pictures portraying operations in all the principal lumbering regions.

The final number of the afternoon program was a paper on "Skidding with Caterpillar Tractors," by H. L. Gray, assistant general manager of the Meadow River Lumber Co.,



J. J. LUMM, DULUTH, MINN.;
Told about Gasoline Skidders

based on sufficiently large numbers of trees and applied to timber of the same general character, using the same utilization limits under which they were constructed, they are a great help in determining the average contents of trees of the same size classes. They can not be used, however, to determine the contents of individual trees. The first method of timber estimating was based on actual cutting experience of nearby and similar stands, this being a simple and practical method. It requires a good deal of experience, however, and skill, and even men of long experience sometimes fail in timber that varies much from that with which they are familiar.

As it is impracticable, except in very small areas, and for extremely valuable timber, to determine the contents of or even to see all the trees, it becomes necessary to apply the law of averages by the method of sampling, that is of determining the average per acre stand of a given percentage of the timber and applying this to the whole stand. This is done by estimating small measured areas located at random either in plots or strips through the tract, or by running parallel lines gridiron fashion across the tract and determining the contents of the timber for a certain distance each side

Rainelle, W. Va. A digest of Mr. Gray's paper follows:

After briefly reviewing the labor situation as an influence making necessary a change in woods operations, where 75 percent of the operators' costs are expended, Mr. Gray said that it seemed necessary to install a mechanical pacemaker of some sort in the woods operation. He then told at some length about the company's experience in operating the 10-ton tractor. Numerous breakdowns and expensive repairs made the experiment a discouraging one.

Mr. Gray said they quickly learned that the machine was exceedingly powerful and this led to the common error of overloading. One of the early problems was that of attaching the machine to the log trail, and the proper fastening of the logs themselves together. Finally, he said, the plan was evolved of using a spring drawbar on the rear of the machine and the practice of driving the logs in two strings rather than in a single trail was followed. For this purpose a spreader rig immediately behind the spring drawbar is used, this being 24 inches wide and each spreader chain being attached to a crotch grab on each side of the two head logs. When unusually large logs are encountered, they are skidded in a single trail, but the double trail is preferred wherever possible, as this keeps the roads in better condition.

Shortly after installing the tractor it began to develop mechanical difficulties which later assumed serious proportions. Though some were of minor consequence and were to be expected, major troubles that later developed eventually led to the discarding of the original machine. In spite of this unfortunate experience, however, the company had not wholly lost faith in tractors, and as late in 1925 the company began to operate in a section where the timber was unusually heavy and the conditions were almost ideal for tractor operations, it was decided after full investigation to purchase a Best tractor, made by the Caterpillar Tractor Co. of San Leandro, Calif. The machine arrived at Meadow River Lumber Co.'s plant on Jan. 5, 1926, and from that time until the middle of April, Mr. Gray said, the weather conditions were continuously severe, with much snow and ice, and frequently temperatures below zero, so that the machine received about as severe a test as could be expected to be encountered in West Virginia. The tractor was operated continuously until the latter part of July, when it was decided to suspend woods operations for a few weeks. Continuing, Mr. Gray said:

During that time we brought the machine to our plant, and completely disassembled it, as we were very anxious to check the wear, especially on those parts most subject to abuse, as we felt that this examination would give us an opportunity to judge more or less accurately what might be reasonably expected of the machine.

Tractor Parts Show Little Wear

In a Caterpillar tractor, those parts which encounter the most severe service, and as a consequence wear out more quickly, are the tread, track pins, rollers, bushings and bearings, which support the weight of the machine on the track, and the sprocket wheels.

We checked these dimensions with a micrometer, and found that the pin roller shafts, which support the weight of the machine, exhibited an average wear of .0173 of an inch. According to our check, the original dimensions of these shafts were 2.187. The track pins of an original diameter of 1 1/4 inches showed an average wear on the two master pins, which, by the way, were the only ones to which we could get access, of .213 of an inch.

The engine, transmission gears and driving gears showed no appreciable effects of wear, and, in fact, one is quite justified in saying that the transmission gears, especially, looked to be quite as good as the day the machine was put into operation.

At the time the complete examination and overhauling were made, the cost for repairs, plus freight or express, as the case might be, was about \$59, covering an operating period of about six months. Including this expenditure and those made up to the present time, the total cost for repairs and replacements, plus carriage, has been \$123.03, covering the period from Jan. 5 to Oct. 1, inclusive, a period of continuous operation, with the exception of the two weeks during July.

It is the writer's opinion that by the end of the calendar year, when in all probability we shall again bring the machine to the shop for an overhauling, we shall be required to purchase new shafts and bearings for the track rollers, new pins

and bushings for the track, and perhaps two driving sprockets. These repair parts, or rather replacements, plus the labor of installation, will in all probability amount to some \$500, so that it would seem that an operator can be assured a very satisfactory performance and freedom from breakdown, if our machine is a fair sample of the present products of the Caterpillar Tractor Co.

We believe that the machine has been very well handled, as we have the best operator that can be secured in this section, and he has been very faithful, indeed, in giving the machine the proper attention and lubrication. Proper lubrication is, undoubtedly, the most vital factor in the life of a Caterpillar tractor, and we could not conscientiously recommend the purchase of a machine of this type unless the purchaser can be certain that he will always command the services of a first-class operator, one who is quite willing to work industriously, morning, noon and night, outside of the regular workday period, in order that the machine may be given the attention which it deserves and must have, if it is to give satisfactory results.

Skidder Is a Main Line Proposition

However, the question that undoubtedly is uppermost in the minds of the congress is, How much does it cost to skid logs with a Caterpillar tractor?

It is doubtful that this question can be answered in just the way you would wish. We have never attempted any skidding in which the tractor alone was concerned, but have rather always considered the tractor as a main line proposition, feeling that the machine was too valuable and there was too much invested in it, to use it in the making up of trails or any work of similar nature. We have, therefore, developed the practice of using from two to eight or nine teams, to assemble and make up the trails for the tractor, and then use the tractor from this point to the main landing and return.

This distance has varied from a few yards to a mile, but I believe that a fair estimate of the average distance in most situations would be from two to three thousand feet.

The number of teams required to keep the tractor in continuous operation would, of course, depend

usual month, and should not be taken as a standard of tractor performance.

Acts as a Labor Pacemaker

It is the writer's opinion, however, that perhaps the most valuable contribution to the skidding of logs made by the tractor is the effect of mechanical pacemaking. As we stated in the beginning, a machine of this sort unconsciously perhaps steps up to higher levels the productive efforts of all the men who come in contact with it. A careful timing of the machine's speed indicates that the last trip after ten hours of work is made just as rapidly as the first trip in the morning. Those of you who have had wide experience with horses know quite well that as the day grows older, especially if the conditions be difficult, the horse stops more often and for a longer period of time.

In conclusion, I would like to say that we are not prepared unqualifiedly to recommend the machine, as we feel that it has not been in operation for a sufficient length of time satisfactorily to demonstrate just what can be expected of it. But if it should during the next year give the service that it has during the months just past, then we shall be quite ready to say that to all appearances, the question of freedom from mechanical difficulties has been satisfactorily solved.

We should also point out that we could not recommend the purchase of a tractor to any operator, unless he can at all times be assured of the services of a first-class operator.

At the conclusion of Mr. Gray's paper films were projected showing the Best tractor in operation on the Meadow River Lumber Co.'s holdings. Considerable discussion followed in which Mr. Gray was afforded an opportunity to answer some of the questions raised by members.

WEDNESDAY MORNING

In calling the meeting to order Wednesday morning, President Butler said that, as the major problem now confronting the operators



Hitching the Caterpillar tractor to a big fellow in an Appalachian woods operation

upon the character of the ground, the size of the timber, and many other factors.

Hauls Daily 300 to 500 Logs Half Mile

It is our custom to keep a daily check of the number of logs delivered at the landing by the tractor, and an inspection of these reports seems to indicate that the number will vary from approximately 300 to, in some cases, as high as 500 logs a day.

The logs produced from a section in which the machine has been operating for the last six months, have averaged 7.95 to the thousand feet, so it would seem that the daily average production of the machine has been from 45,000 to 50,000 feet of logs delivered to landing. Please understand that this has always been in conjunction with teams making up trails.

The present check on gasoline and oil consumption indicates that the machine uses .821 gallon of gasoline, .11 quart of engine oil, .051 quart of transmission oil, and .16 pound of semi-fluid grease, a thousand feet of logs skidded. The average cost of these items has been for the gasoline, 18.47; engine oil, 2.5; transmission oil, .829, and semi-fluid grease, 0.14; a total of 21.813 cents a thousand feet of logs skidded. In addition to these items, do not forget the \$123.03 for repairs up to Oct. 1.

Beyond this point, we make no attempt to go, other than to contrast the operation on which the tractor was used with others where horses only were employed in skidding.

During June, when perhaps the best record was made by the tractor during the year, the total cost of skidding was \$4.53, as contrasted with slightly under \$7 for straight horse skidding, in a situation that compared very favorably with that in which the tractor was operating. This, however, we believed to have been somewhat an un-

usual month, and should not be taken as a standard of tractor performance.

was the merchandising of their products, it was the purpose of this session to consider the subject with a view to the amalgamation of the recently organized Appalachian Hardwood Manufacturers' Club and the Appalachian Logging Congress. He said that a committee had been appointed to alter or change the constitution and by-laws of the congress to conform to the proposed change in membership and functions, and called upon F. P. Dabolt, Bond, Ky., of Bond-Foley Lumber Co., to report for that committee. Mr. Dabolt read the constitution and by-laws as amended, showing that Article 2 had been changed to include as active members timber owners and lumber manufacturing companies in the Appalachian region; that Article 4 was changed to provide for monthly meetings, the time and place of which are to be decided by the executive committee; that in Article 6 of the by-laws provision had been made also for a trade extension committee, and that the name of the new organization, provided the constitution was adopted and the merging authorized, was to be the Appalachian Hardwood Club.

Nominating Committee Announced

When Mr. Dabolt had completed the read-

(Continued on page 88)

Relation of Size of Tree to Logging Costs, Stumpage Values and Profits

By W. W. Ashe,
of the
Forest Service*

If a mill manager knew he was cutting timber which entailed a loss of \$10 to \$15 a thousand feet, he would have a nervous breakdown. Yet there are many cases of this kind. The big trees are the shock absorbers that prevent the nervous breakdown of the manager. Two trees standing cheek by jowl can be cut at the same mill. One may produce loss at a rate of \$15 a thousand feet, and the other show a realization value of more than \$25 a thousand feet. The operator may never know it. The bookkeeper deals in averages. Only the stop-watch and a check of grades will show it.

The trees producing such losses, though numerous, have low volume. They are small. Their loss is absorbed by the larger trees. It requires the loss from twenty-eight 10-inch trees to dissolve the profits in one 30-inch yellow poplar. The larger trees with their high profits carry the relatively enormous losses of the smaller ones, these small trees which the operator thinks he must take to secure tonnage—tonnage, I almost say that facetiously, for it is value not tonnage which insures the profit of an operation. They are the trees which he fears he might leave for someone else to cut. The tomb of the Bishop of Colchester bears the inscription: "I shall come this way but once," and most operators have taken that as their motto, "I shall come this way but once, therefore let me clean up."

By coincidence, as this paper was being written, the mail brought for criticism figures showing tests conducted at a large operation, the management of which is trying to determine what size it is profitable and what size tree it is not profitable to cut, and how much profit or how much loss the different sizes produce. Certain sizes show an average loss equal to the total average profit, but nevertheless it is undoubtedly a most successful operation. Had these findings, however, been made by an engineer elsewhere than at the company's own operation, its acceptance probably would have been slow.

Large Trees the Money Makers

It is difficult to discuss sawmilling costs and values. Each operator is an impressionist, but impressed only by his own operation. Each operation has its own peculiar features, and no operator believes that figures taken elsewhere are applicable to his conditions. But irrespective of conditions there are certain laws, or rules of cost, which are common to all. One is, the increase in the cost of production with decrease in size of the log. In presenting a case to you which involves this principle, one has been selected which was worked out at a band hardwood mill in the mountains of North Carolina. Though a number of different species were being cut at this mill, poplar formed about 20 percent of the cut, and this is the species employed in making comparisons.

In the mixed stands of the Appalachians, poplar can be regarded as the standard and the money maker, and while other species vary widely in their proportion and may be entirely absent, the golden columns of poplar are prevalently present.

Table I shows, for trees of different size, the profit or loss, including stumpage value—that is, the realization value.

The rapid increase in logging costs with smaller diameters is noteworthy. While it costs \$25 a thousand feet to manufacture 21-inch trees, it costs nearly \$40 to manufacture 10-inch trees. The woods and sawing costs double, increasing from \$14 to \$28 for the same sizes. Equally as significant is the decrease in the selling value of the lumber from trees of the smaller size, and the high realization value of the product of those of large size is as noteworthy—20-inch stumpage having a realization value of \$13, while that of 30-inch trees has twice that value. It should be noted that the 14 inch tree produces practically neither profit nor loss, and has no stumpage value under the operating costs which are obtained. This size tree may be called the neutral diameter. In case the logging costs are higher, as for example if skidding costs increase \$2 a thousand feet in order to reach less accessible timber, the diameter of the neutral trees automatically rises. If logging costs rise, or if the price of lumber falls, this diameter likewise rises. If logging costs are lower, or if the value of lumber increases, this diameter falls. It is not fixed, but varies not only in different operations, but in the different parts of the same

operation. It is not the same for oak or hickory as for poplar even on the same spot, since not only is the cost of operating these higher than that of poplar, but the product sells upon a relatively different scale. The mounting cost of operating the small tree is most largely influenced by the amount of the skidding and bunching costs.

Variable and Fixed Manufacturing Costs

It should be explained that these data were secured under ordinary conditions, that many crews or skidding operations were timed. There are two classes of logging costs. Those which vary with the size of the log, and those which do not. Those which do vary are the cost of felling and cutting up, skidding or bunching, whether by team or by using any form of mechanical skidder; hauling logs, whether by railroad or by truck (but not hauling lumber); sawing at the mill, and to a more limited extent inspection, stacking and loading. Some methods of skidding are more efficient in handling large logs, some in handling small.

Selling, railroad and mill construction, management and depreciations are costs (general overhead costs) which do not vary with the size of the log. On the other hand, certain costs in woods operations, such as camps, roads, skidways, etc. are to be distributed in the nature of minor overheads to all the timber for which they are used, in the manner which I have explained in a previous paper presented to this association on the subject of the operation of the low grade top log.

A heavier wood, such as oak or a species of low grade like beech, birch, maple or hemlock, would

Table I.—Relation of Size of Trees to Operating Costs and Selling Prices of Yellow Poplar Lumber

Diameter of trees, inches	Vary with size of log	Do not vary with size of log	Total manufacturing cost	Selling price yellow poplar lumber	Profit or loss per M, including stumpage
10	\$27.65	\$11.50	\$39.15	\$26.68	\$12.47 Loss
11	24.70	11.50	36.20	27.70	6.50 Loss
12	22.35	11.50	33.85	28.80	5.05 Loss
13	19.35	11.50	31.85	29.85	2.00 Loss
14	18.95	11.50	30.45	30.90	.50 Prof.
15	17.70	11.50	29.20	32.00	2.80 Prof.
16	16.70	11.50	28.20	33.20	5.00 Prof.
17	16.00	11.50	27.50	34.50	7.00 Prof.
18	15.30	11.50	26.80	35.95	9.15 Prof.
19	14.70	11.50	26.20	37.35	11.15 Prof.
20	14.15	11.50	25.65	38.80	13.15 Prof.
21	13.70	11.50	25.20	40.20	15.00 Prof.
22	13.20	11.50	24.70	41.65	16.95 Prof.
23	12.75	11.50	24.25	43.05	18.80 Prof.
24	12.40	11.50	23.90	44.50	20.60 Prof.
25	12.15	11.50	23.65	45.80	22.15 Prof.
30	11.60	11.50	23.10	50.10	27.00 Prof.

NOTE TO TABLE I.—Average cost per thousand feet of variables: Felling, \$2; skidding, \$6; loading and railroad haul, \$2; milling, \$3.75. Other costs which do not vary or vary slightly: Railroad construction, \$2; inspection and loading, \$2; selling, \$2; office, \$3; depreciation, \$2.50. Total average cost for poplar, \$25.25 per thousand feet; seven logs per thousand feet.

Inspection, stacking and loading are variables which change directly in many cases with the output of the mill. If the mill cuts smaller timber, about the same number of pieces may be produced as if it ran to its capacity upon large timber. The same amount of labor may be required, resulting in an increased cost per thousand feet for these items. Similarly, such reduced daily output may result in increased cost per thousand feet on account of salaries and repairs.

Although there should be a materially reduced cost in the above items, amounting in case 20 percent of the smaller sizes of timber were left, there would be an increase in railroad construction costs from \$2 to \$2.50 a thousand feet, and there would be a similar increase in the relative cost of roads, skidways, buildings, setting skidders etc.; and unless the operation were placed upon a permanent basis a proportionate increase in the sawmill cost per thousand feet. In the case under consideration, the increase in these items will just about offset the decreased costs per thousand feet from salaries, grading, loading etc.

That is, it seems that in the average railroad operation it would be profitable, in case a large amount of small timber is being cut along with large timber, to leave small trees to an amount of 20 to 25 percent of the total volume, without in any way increasing the cost of production, and probably with the result of decreasing it. Such small timber supported by a number of medium sized trees for quality growth might form a fair basis for a second cut.

give even more positive results than are shown for poplar. In the case of oak, beech, maple and hickory, the average logging and milling costs would be at least \$2 a thousand more than are here given for poplar. In the case of hemlock, beech and maple, not only do the smaller sized trees produce lumber selling for less than that from a poplar tree of the same size, but the lumber from the larger trees also sells for much less. This is especially true in the case of hemlock and beech. Beech, under the high logging costs which prevail generally throughout the Appalachians, must be of large size to return much more than stumpage value.

The lumber values, on which the average prices of lumber of poplar trees of different size are based, are \$87 for FAS, \$80 for saps, \$48 for No. 1 common and selects, \$27 for No. 2A common, \$17 for No. 2B common. Some mills possibly are not averaging quite so much, while others, which enjoy the benefits of lower freight rates, may secure a somewhat higher f.o.b. average price for different grades, but in such case this higher average price is probably offset by higher woods logging cost due to higher labor charges. The top diameter to which cutting was done varies from 8-inch in the smallest sized trees, to 14-inch in 30-inch trees, which is a point at which the stem forks.

Table II.—Profits per Thousand Board Feet in Operating Yellow Poplar Trees of Different Diameters if Stumpage is Regarded as Having a Uniform Value of \$10 a Thousand Board Feet. All Costs as in Table I.

Diameter of trees, inches	Cost of manufacture, per M	Cost of production stumpage \$10 per M	Selling price of lumber per M	Profit or loss per M
10	\$39.15	\$49.15	\$26.68	\$22.47 Loss
12	33.85	43.85	28.80	15.05 Loss
14	30.45	40.45	30.90	9.55 Loss
16	28.20	38.20	33.20	5.00 Loss
19	25.70	35.70	37.35	2.65 Prof.
20	25.65	35.65	38.80	3.15 Prof.
21	25.20	35.20	40.20	5.00 Prof.
25	23.65	33.65	45.80	12.15 Prof.
30	23.10	33.10	50.10	17.00 Prof.

Table III.—Stumpage Value per Thousand Feet of Yellow Poplar Trees of Different Sizes, Regarding Profits as 10 Percent of the Operating Costs per Thousand Feet (Turnover). Costs as in Table I.

Diameter of trees, inches	Operating costs per M	Operating costs plus 10 percent	Selling value of lumber	Value of stumpage
10	\$39.15	\$43.06	\$26.68	—\$16.38
12	33.85	37.23	28.80	— 8.43
14	30.45	33.49	30.90	— 2.59
15	29.20	32.12	32.00	— .12
16	28.20	31.02	33.20	+ 2.18
17	27.50	30.25	34.50	+ 4.25
20	25.65	28.31	38.50	+ 10.58
25	23.65	26.01	45.80	+ 18.79
30	23.10	25.41	50.10	+ 24.69

Negative Stumpage Values

Table II—Shows the profits per thousand board feet in operating trees of different diameters, if stumpage is regarded as having a uniform value of \$10. It is manifestly unfair, however, to assign a stumpage value of \$10 to a tree which shows a negative operating value. Stumpage value must be regarded as the difference between selling price and operating costs, after allowing a liberal profit to the operator upon his investment and the risk of the operation. In order to determine a more reasonable basis for stumpage, table III has been prepared. It has been assumed that in a large operation established upon a permanent basis, 10 percent upon the turnover—the cost of operation of trees of each diameter—would assure a reasonable profit. Stumpage values derived in this manner, which is logical since there is an equal apportionment of profit upon every dollar of cost in production, show a negative stumpage value of nearly \$20 for a 10-inch poplar, and under average milling cost of \$27, the neutral diameter is not reached until a 16-inch tree is cut, above which size timber rapidly increases in value, with each succeeding size until 30-inch (where logging costs fall to \$24 stumpage) has a value in excess of \$23 a thousand.

New Forests for Old

While many of you men are primarily interested in the technical side of the industry as managers rather than as owners, yet owners are in large measure guided by your judgment as to policies, and if you should decide, after a careful engineer-

*An address delivered at the Appalachian Logging Congress.

ing analysis of your situation, that more conservative cutting, embodying plans for cutting for a permanent yield, were possible, your views would be given large weight. Ten years ago it might have been said that it was not yet time for planning for a permanent operation in the Appalachians, but in this connection let me present the conditions in Arkansas in the yellow pine belt. Five years ago it would have been held impossible for the mills to organize on a perpetual cutting basis, but today seven concerns in that State with aggregate holdings of 1,300,000 acres, but some of the holdings small, are credited with managing their properties for permanent cut. It may be necessary for some to reduce the size of their operations, at least temporarily, but cutting is expected to continue and mills to run, and trade to be supplied in an unlimited future. It is being brought about largely through the recognition of certain principles which engineers have brought to their attention, and their conviction that pine timber in the East, though now subject to disastrous competition from western fir, must have a future. This conviction of the possibility of operating for permanent cutting is chiefly a result of the action of one company which became convinced. The others followed. Five years ago it would have been impossible. There has been no change in economic conditions. If anything, the competition of West Coast lumber has reduced the margin of profit still closer in pine operations. At least one of these concerns is at present engaged in a study of logging costs.

Knowledge of Logging Costs Fundamental

A knowledge of such cost is fundamental to deciding upon any method of cutting, looking toward permanent yield. It is also desirable information in deciding on a policy that insures profitable cutting. It is noteworthy in regard to the situation in Arkansas that these owners of 1,300,000 acres of land have had the incentive of no special legislation, none of any kind ever having been passed by the legislature of that State. There is not

even a State forester. But after being convinced that there is little or no profit in cutting smaller trees, and that this does not mean just saplings, but trees of a size which are yet well within the class which has been assumed to be merchantable, it was a logical step to make plans for securing the advantage of the growth and increased value of these small trees. A considerable portion of the pine lands of Arkansas which are being managed for permanent yield lie within the Ouachita Mountains, and while these points are not so high nor so rugged as the Appalachians, pine sells for less than the Appalachian hardwoods, and the stand per acre will seldom be as much as four thousand feet, which is considered a low stand to justify a successful railroad operation.

The president of the Hardwood Manufacturers' Institute, in a recent address before the National Hardwood Lumber Association, called attention to a specious argument which was being employed by promoters of the use of substitutes for lumber, in preaching that the demolition of the forest for the production of lumber is unpatriotic and a national calamity. Now it seems strange, but I myself have heard echoes of such a charge. If it is being effectively used, as he believes, and perhaps it has had a subconscious effect upon many of us, why not counter?

Virgin Forest Is Static

"The old forest is static, decay balances growth, the stand merely is the uninterrupted operation of natural conditions. It represents inert capital. Its benefits are limited. If it is converted into lumber and the lumber used for industrial purposes and at the same time the wood land is kept working, growing more timber, it has become active capital. Its lumber is a commodity of commerce. The canopy of foliage of young trees performs the same function as effectively as do the veterans, and the soil yearly adds volume, quality and value to a new stand."

But this result implies that the soil and the woods growing thereon are kept at work, and that

business principles are applied to the management of the property, and in place of being used as a source of mere temporary operation for a sawmill, it becomes a permanent productive unit in the economy of the nation, by cutting for permanent yield.

I can go thus far in offering a solution to his problem. The case of the Appalachian operator today is not materially different from that of the Arkansas pine operator five years ago. The pine operators in Arkansas faced a similar problem. They are today in a fair way to ally the prejudices against them as destroyers of value in that State, by creating new values and by cutting so that new forests will replace the old ones. The important point in this connection is that the action of these people is removing or breaking down this feeling adverse to lumbermen, by allaying the animosity which in the opinion of Mr. Edwards is being engineered by the promoters of substitutes for lumber. It is being done primarily not from any altruistic motives, not from any desire to create a friendlier feeling toward an industry which for several decades has had many hard knocks, but it is being done because these companies have come to believe, have been convinced as a matter of fact, that it will be profitable.

The recognition by hardwood operators of certain definite principles will, I believe, lead them to the same logical conclusions:

That it costs far more to operate smaller trees than the large.

That the lumber from the smaller trees has a much smaller selling value than that from larger timber.

That smaller trees in a stand have a very low or even negative stumpage value, compared with the larger trees, and leaving them represents no investment, or a low investment.

That smaller trees when increased and isolated by having the larger trees removed increase in size and value at an extremely high rate.

That the land and growing stock thereon can be converted into a safe investment.

National Retailers Announce Program

The program for the annual convention of the National Retail Lumber Dealers' Association, to be held at the Hotel Roosevelt, New Orleans, La., on Nov. 9, 10, 11 and 12, indicates that it will be a chief aim to encourage improvement in business practices and merchandising methods. A subject of vital importance also to be considered will be maximum dealer distribution at a fair profit.

The morning session on Nov. 9 will be devoted to the reports of the officers, the appointment of convention committees and an address by Frank G. Wisner, president of the National Lumber Manufacturers' Association, on "How Can the Lumber Manufacturers Help the Retailers Stabilize Their Market?" This will be followed by the annual survey of retail lumber business conditions. The entertainment features for the day include an informal reception, dance and entertainment for the convention delegates at 7:30 p.m., sponsored by the Southern Pine Association. At 2:30 p. m. the ladies will be taken for an auto tour, concluding with a tea at the Lake Ponchartrain Yacht Club.

At the Wednesday morning session a number of national questions before the retail lumber industry will be considered. These will include the uniform State lien act, the discussion to be opened by Frank Day Smith, of Detroit; trade extension campaign of lumber manufacturers, to be opened by G. E. Melliff, of San Antonio, Tex., and H. P. Mahoney, of Jacksonville, Fla.; dealer-manufacturer conference activity of the association during 1926, the discussion to be opened by Bruce Hill, of Pittsburgh, Pa., and Arch Klumph, of Cleveland, Ohio; handling of building specialties and materials other than lumber. This last will be discussed by Thornton Estes, of Birmingham, Ala. On the question of improperly kiln dried rough finish lumber, Fred Wehrenberg, of Fort Wayne, Ind., will give his impressions. Richard Norvell, of Nashville, Tenn., will talk about No. 2 common and better dimension. The cooperation a dealer can give the hardwood flooring manufacturers will be discussed by J. H. Doppes, of Cincinnati, Ohio, and Charles Proebstel, of Santa Fe, N. M., will present his ideas of the cooperation a dealer

can extend to manufacturers toward securing a more stable lumber market.

At the Wednesday afternoon session the nominations committee will report, followed by a discussion of the association's activities and plans for the coming year. The Wednesday afternoon session promises to be one of the best of the whole convention, and among the subjects to be discussed are: Uniform cost accounting; best method of cooperating between manufacturer and dealer in marketing building specialties; high pressure sales methods and benefits or hindrances to the dealer; consolidation of re-

How Many Long Service Men Have You?

Few employees of the lumber yards have as long a record of service as John Wiscamp, who is employed as a driver for the Harris Lumber Co., of Buffalo, N. Y. He has been with a number of the Buffalo yards as a driver and yard worker for 57 years and is too able-bodied to retire, though he has reached the age of 75 years.

tail lumber yards; financing the prospective home owner. This last subject will be treated in two ways—how it is done in a large city and also in small cities. All of the above subjects will be discussed, or the discussions led, by retail lumbermen prominent in various sections of the country. J. C. Cremer, of Detroit, Mich., will tell of a model plan of local association organization. Hiram Blauvelt, of Hackensack, N. J., will tell about the model house his company recently erected, and during the course of his remarks a model house movie reel will be thrown on the screen.

The entertainment features for Wednesday include a trip for the ladies to the curio shops in the famous old French quarter, beginning at 2 o'clock; while at 7 o'clock the annual banquet and entertainment of the association will be held.

On Thursday morning, C. W. Pinkerton, of Whittier, Calif., will tell about certified lumber and its result in building up the retail business in California. The cement question will be discussed from A to Z by A. J. West, of Atlanta, Ga. The new plan of the Southern Pine Association for more prompt lumber reinspection will be discussed by F. J. Robinson, of Detroit, Mich. Carl Haag, of Cleveland, Ohio, will open a discussion on end-matched flooring. Following the report of the resolutions committee, the convention will adjourn.

Delegates to the convention will have the option either to attend the annual golf tournament of the association at 2 o'clock or as guests of the New Orleans dealers to a sightseeing trip by automobile about New Orleans. A boat trip is also planned around the famous New Orleans harbor for those who care to go.

On Friday, Nov. 12, all the delegates to the convention have been invited by the Great Southern Lumber Co., of Bogalusa, La., to visit its sawmill, paper manufacturing plant and reforestation project there. A special train will be provided by the Great Southern company, leaving New Orleans at 8 a. m. and returning late in the afternoon. At noon the delegates will be entertained by the Great Southern Lumber Co. with a barbecue dinner. An important feature of this trip will be the inspection of dry kiln and moisture content tests made especially for the dealers by the Great Southern company.

On Saturday, Nov. 13, some of the delegates plan to take the Panama Canal zone cruise which has been arranged, while others will take the rail trip to Mexico City, though the latter delegation will leave for Mexico City on the evening of Nov. 12.

THE FOUR largest revenue producing national forests in California are Lassen, Stanislaus, Plumas and Sierra.

Missourians Discuss Home Financing Plan

MOBERLY, Mo., Oct. 11.—The suggestion that a plan of financing the building of homes along the lines that automobiles are purchased, is much needed, was made at the annual meeting of the Northeast Missouri Lumbermen's Association held here last Thursday.

The suggestion was made in an effort to meet the problem with which the average lumberman is confronted; that is, money that should be spent in homes is being spent on automobiles and radios. It was also suggested that the lumbermen adopt the tactics of the automobile concerns in another respect: Advertise and urge every man to own his own home.

Collections, and the manner of making them, was another problem discussed, as well as some plan whereby the lumbermen can persuade certain roofing companies not to sell to mail order houses during dull seasons at a lower price than to the retailer.

Cement companies that sell direct to customers and contractors of lumbermen without consulting the yard dealer were also attacked and the lumbermen claim the right to set their own price on cement.

The convention was the best ever held by the association and many dealers from northeast Missouri and other sections of the State were in attendance as well as a score of wholesale dealers. The convention closed with a banquet which was largely attended.

A pioneer was originally a type of soldier who marched ahead of the main army of civilization and built houses in which men could live, declared Mayor J. M. Jeffries, in his address of welcome. Material with which to build and an honest determination to furnish that material was the chief characteristic of those pioneers, he said. Laying firm foundations for others, introducing new methods and inventing and putting at our doors more select, new and better materials that we may have better homes is their mission now. Happier homes is the spirit that has always led the lumbermen. That is the spirit that has led those engaged in that business to the forefront in present-day religion, morals, business, education and civic needs.

The lumbermen of America have had their part in making America great, he continued, and it is a pleasure to welcome you representatives of that great body of men to Moberly. No town can do without its lumbermen; in fact, there would be no towns without them.

Too many people own automobiles and radios and live in rented homes, declared Mayor Jeffries, who cited figures to show that the average life of an automobile is only six years. We are living in the fastest age in the world's history, and it is time for the American people to stop to think where we are going. Maybe we will stop when we come face to face with grim desperation. The fault is with the individual and the first duty of every man is to his home and to his family by providing them with a home. That country is best where the homes are owned by the individuals occupying them.

J. W. Atwell, of Macon, president of the association, responded to the address of welcome.

Reminiscences of Lumber Business

Reminiscences of his years in the lumber business were told by N. O. Swanson, general manager of the Leidigh-Havens Lumber Co., of Kansas City.

I learned the lumber business in a small town in Iowa, he said. My father was in the lumber business and our supply was piled out in the open. We had no big investment and everything was white pine. There was no finished lumber in stock. This white pine cost us about \$10 or \$12 a thousand and to this we added a profit of about 50 percent for our selling price.

Mr. Swanson traced the business and its changes on down. Diversified stocks were necessary, improvements were more common, lumber prices went up, and the net percentage of gain was less. The volume of business dwindled and the dealers were forced to add other lines. The towns were about eight miles apart, roads were bad, and the lumber was hauled by team and wagon. Competition was small and the lumberman got a reasonable price for the material. War times followed, he pointed out and profits went down again.

Now, he explained, with the good roads and the

heavy investment it is hard to make a profit. Good roads have meant that the yards must add motor trucks. The towns are closer together because of the excellent roads and competition is keener. At this time I hardly know what to do to help ourselves. This condition is especially true in the smaller towns.

Many yards are going to the larger centers, because of the lack of volume of business. What is to become of the small town yard? I think we should make a careful survey of the territory to see if it warrants the investment. If it does not then the yard should go to another territory. There is one yard for every 800 people in North Dakota. The lumberman is needed in every community, and he has the interests of his town at heart.

The lumberman in the small town must be more progressive than ever before. He must be the merchant handling everything used in the building of a home from the time the building is started until it is completed, in order to get the necessary volume of business. He must be as progressive as the dealer in the large city or that large dealer will get the business. We have been

problems were discussed and real benefit derived from the experiences related by the dealers participating.

"The Best Way of Making Collections" was one of the important subjects discussed. John E. Waddill, of Kansas City, declared that the public should be educated in the payment of its bills. He stated that the best way to make collections was to have an understanding with the customer when the sale was made. "I made out a form of covenant which I sent to all of our branch managers," he said. "This covenant was short and simple. The first clause was 'I will attempt to let no account stand on my books longer than sixty days'; the other one was 'I will earnestly and faithfully try to collect all accounts after ninety days.' I sent this to the managers, and I have had to write only one letter on collections since that time. They all signed the covenant, and they are doing their part."

The dealer agreed that the best time to make the collection was when the sale was made, or to have a definite understanding with the customer, and then to see that it was kept.

"Many managers are too bashful," declared T. S. Hall, of St. Louis, a former yard manager. "No sale is completed until the money has been collected and the yard managers should not get too busy and overlook the accounts."

J. T. Cross, veteran lumberman of Moberly, said that at one time he was managing a yard at Bowling Green, Mo., and had \$200,000 on his books. He collected all but \$67.

G. L. Brooks, a wholesaler attending the convention, told of a dealer in Springfield, Mo., who sends out two statements in the collection of accounts. But on the third statement he attaches a piece of string, telling the debtor that he has apparently forgotten the account, and asks him to tie the string around his finger the next time he comes to town as a reminder.

The policy of cement companies refusing to let the dealer place the price on cement was discussed, likewise the methods employed by one or two cement companies in selling direct to a yard's customers without consulting the yard.

In the discussion of the automobile business and the lumber business many of the dealers stated that they should adopt the policies of the automobile dealers and advertise extensively, even adopting some plan of financing the building of homes, as the automobile dealers sell cars.

E. E. Woods, of Kansas City, secretary and manager of the Southwestern Lumbermen's Association, assailed certain roofing companies who, during dull seasons, sell their products to mail order houses at a lower price than to the lumber retailer. He classed this as unfair competition. He also criticized the companies that sell direct to the dealer's customers without consulting the dealer.

Election of Officers

Election of officers concluded the afternoon program, the results being as follows:

President—John Robey, of Monroe City.
Vice president—J. H. Scroggs, Salisbury.
Secretary and treasurer—John Waddill, Kirksville.

Board of directors—S. W. Arnold, Kirksville; Fred Engelman, Salisbury, and N. T. Nelson, Marcelline.

It was voted to hold a spring session in Kirksville and a fall session in Moberly.

Women attending the convention were entertained at a theater party during the afternoon and attended the banquet at night. Elmer O. Jones, of LaPlata, a prominent attorney of northeast Missouri, was the principal banquet speaker. Mr. Jones suggested that in all conventions more time be given to delegates to get acquainted and to talk between themselves, discussing their problems privately and collectively. Friendships made at conventions, he stated, often were permanent.



E. E. WOODS,
Kansas City, Mo.;
Discussed Unfair
Competition



O. R. BUTTS,
Moberly, Mo.;
Retiring Secretary
of Association

entirely too backward in meeting our competitor. We have shunned him and we have no right to do that.

Rail Transportation an Aid to Business

Transportation, one of the important things in every business, particularly the lumber business, must go forward and the railroads must not be controlled by politicians, in the opinion of C. D. Morris, of the western railways' committee on public relations, of Chicago, who addressed the convention. Mr. Morris pointed out that the average distance over which all lumber used in this country must be transported from producer to consumer is over 500 miles.

Time was when the retail lumber dealer found it necessary to keep large stocks of all kinds of building material constantly on hand, in order to meet promptly the requirements of his customers, he said, necessitating a larger investment on invoice account than the profits of the business justified.

Conditions have been improved since 1922, the speaker stated, and the transit time today is from fifteen to twenty days, more than one-half of the transit time having been eliminated by expeditious transportation service.

The question that must naturally be uppermost in the minds of lumber dealers with respect to transportation is as to whether or not the good and efficient service you have today will be continued in the future. So far as the immediate outlook is concerned the prospect is pleasing and the American railroads will continue to be the greatest in the world just so long as the politicians keep their hands off.

Round-Table Discussions

The round-table discussion of the lumbermen's problems was one of the outstanding features of the entire convention. Scores of

Empire State Forest Products Association Annual and Wood Utilization Conference

ITHACA, N. Y., Oct. 11.—The twenty-first annual meeting of the Empire State Forest Products Association, held here last Thursday, in Fernow Hall, Cornell University, was followed in the afternoon by the second annual Wood Utilization Conference, also held in the same place. The association meeting was preceded by a showing of exhibits and equipment at Fernow Hall and a trip to the wood lots of the university.

President George W. Sisson, jr., Potsdam, N. Y., opened the association meeting at 10:30 a. m. and after a few preliminaries, made his annual report. He referred to the growing recognition of the value of the association and called attention to the enactment of the Fisher taxation law, which marks a forward step in putting forestry on a sound and permanent basis. Another practical contribution toward fire hazard studies was the cooperation with the Northeastern Forest Experiment Station, the hope being that fires can be headed off or their losses minimized. President Sisson referred to the development of the first wood utilization conference into the New York Wood Utilization Committee, which would report upon its activities later in the day. He closed with the thought that the Empire State Forest Products' Association should, by precept and example, prove to the world that its members are imbued with a desire to be of the highest public service while conducting successful private enterprises.

Treasurer W. Clyde Sykes, of Conifer, then presented his report, showing a substantial balance in the treasury.

Report of Forester-Secretary

In his annual report as forester and secretary, A. B. Recknagel, of Albany, reviewed the meeting of the board of directors at Lake Placid last July, when were made and ratified changes in the constitution and by-laws, permitting the appointment of an executive committee and changing the date of the annual from November to October. The secretary referred to the work of the association in connection with the Northeastern Forest Experiment Station, particularly in fire hazard studies that are being made at the new station at Elk Lake. Secretary Recknagel reported no resignations in the association roster the last year and the acquisition of an associate member, G. Elias & Bro., of Buffalo, N. Y.

Clarence L. Fisher, of Lyons Falls, chairman of the special committee on fire prevention, told of the committee's active participation in American Forest Week and the wide distribution and favorable attention of a poster depicting a forest scene showing an animated lighted cigarette talking to an ax and a buzz saw. Chairman Fisher had made an effort to have legislation passed raising the pay of fire fighters from 25 to 35 cents an hour and that of fire wardens from 40 to 50 cents an hour, though unsuccessful. The committee also called attention to the necessity of legislation permitting the distribution of the \$100,000 emergency fund for fire fighting, for, according to the attorney general, as the law now stands, it is illegal to dispense this fund as originally designed. Chairman Fisher then stated that the committee purposed to continue along the line of previous activity especially toward educating the public in the need for greater fire precautions while in the woods.

Prof. Nelson Brown, acting dean of the New York State College of Forestry, invited the members to attend the conference on forest protection to be held at Syracuse, on Nov. 10-12.

Discussing the special committee's report, Mr. Ostrander expressed the hope that the

present adequate fire prevention in the fire towns be extended to the State as a whole.

Professor Hosmer explained that the conservation commission already has adequate authority but sufficient appropriations have so far not been available.

Mr. Ostrander moved that the committee on fire prevention cooperate with the conservation commission in support of additional appropriations by the State for the establishing of adequate fire prevention in the areas outside the "fire towns." This was seconded by Mr. Meigs with the proviso that emphasis be placed on the areas of woodlots of sufficient value and plantations in particular; that it be lined up with the present movement for municipal and other communal forests.

President Sisson suggested that a committee composed of Mr. Fisher, Prof. Hosmer, Mr. Ostrander and Mr. Meigs take up the whole problem of fire prevention in the State and report back later in the day.

Prof. Hosmer explained a chart showing diagrammatically the progress in forest protection in New York State. Especially marked



G. N. OSTRANDER,
Glens Falls, N. Y. ;
Elected Directors of Empire State Association



W. C. HULL,
Tupper Lake, N. Y. ;
Elected Directors of Empire State Association

is the improvement since the larger State appropriation became effective in 1909.

Legislative Committee

George N. Ostrander, chairman of the legislative committee, reported briefly the progress in the last year. He explained the change from controversial subjects to constructive subjects of legislation. There has been no real fight in the last two years on any objectionable legislation proposed. Such legislation, it is true, has been introduced, but has had no possibility of passage.

W. L. Sykes reported briefly for the transportation committee of which he is chairman. He suggested that the committee be revived because of the importance of the problems involved.

Report of Forestry Committee

In making his annual report as chairman of the forestry committee Ferris J. Meigs, of New York City, stated that the board of directors at its July meeting desired the committee to emphasize the subject of choice of species in forest planting and therefore the following trees were recommended:

Scotch pine, because it is very hardy and grows quickly on sites not sufficiently good to grow more valuable conifers; white pine, which, though not a rugged tree and requiring careful handling to

bring to maturity, remains the premier wood of all conifers; red or Norway pine for planting on all sites of better quality, the committee urging increased plantings of this native species; Norway spruce, because of its vigorous growth, good form and adaptability to a variety of sites; white spruce, an admirable tree for planting because its yield of pulp is the standard by which other pulp woods are compared. Other conifers recommended were the European larch and the northern white cedar, both of which are very durable and make excellent posts and poles.

Touching upon hardwoods the committee report urged greater plantings of broadleaved trees, for heretofore the chief species available were black locust and poplar, neither of which are in wide use by the membership. Members desiring to plant other hardwoods were referred to Prof. J. W. Toumey's authoritative work, "Seeding and Planting in the Practice of Forestry."

In concluding its report the committee urged the wider planting of red pine and white spruce though there is greater need for exercising care in getting seed from a good source and of a known quality. The association members were urged to take full advantage of the new Fisher law. It was thought desirable also to continue and expand the type of investigative work now being carried on under various projects by the Northeastern Forest Experiment Station. The association was requested to lend its aid in the reforestation work being done by the conservation commission and other agencies operating under it. More care should be given to existing woodlands, especially farm woodlots, which under proper forest management, can make valuable contributions to the amount of lumber and wood annually required in the State. Need was also stressed for the development and establishment of community forests.

Election of Officers

In the absence of Mr. Hull, the chairman of the nominating committee, the secretary reported in behalf of that committee the renomination of the present president, vice-president and board of directors as follows:

President—George W. Sisson, jr., Potsdam, N. Y.
Vice president—John N. Carlisle, Watertown, N. Y.

Board of directors—George N. Ostrander, chairman, Glens Falls, N. Y.; John N. Carlisle, Watertown, N. Y.; W. C. Hull, Tupper Lake, N. Y.; C. L. Fisher, Lyons Falls, N. Y.; E. A. Sterling, New York City; Thomas H. Stirling, Mechanicville, N. Y.; George W. Sisson, jr. (ex officio), Potsdam, N. Y.

This "slate" was accepted and the secretary was instructed to cast the unanimous ballot of the association for their reelection, which he did.

The resolutions adopted by the association recommended that the conservation commission should have adequate funds placed at its disposal for the extension of the State's forest fire protective system; that legislation be enacted authorizing the conservation commission to fix the rate of wages for men engaged in fire fighting; that a constitutional amendment be enacted whereby the \$100,000 emergency fund for fighting fires may be made available by special authorization by the governor. Thanks were also expressed by the resolutions committee, consisting of Clarence L. Fisher, George N. Ostrander and Ferris J. Meigs, to all those who had a part in extending courtesies and hospitality to the visitors.

The business session adjourned at 12:30 p. m. for the directors' luncheon at Willard Straight Hall. At this luncheon the directors reelected W. Clyde Sykes, of Conifer, as treasurer and A. B. Recknagel, of Albany, as forester and secretary. The directors also approved the budget for 1927 which is identical in amount with that for the current year.

Annual Banquet

Sixty-four guests participated in the evening banquet held at Prudence Risley Hall. The

banquet was, in many respects the most notable ever held by the Empire State Forest Products' Association. Not since 1915 has the speaking list been honored by a president of Cornell University; that year President Jacob Gould Schurman delivered a notable address. This year President Livingston Farrand spoke at the banquet. He was preceded by Dean A. R. Mann, of the New York College of Agriculture who told most interestingly of his two years with the International Education Board and by Capt. Arthur Newton Pack, of Princeton, N. J., who spoke on the work he and his father, Charles Lathrop Pack, are engaged in through the American Tree Association.

Prof. George Everett, of Cornell, read two of Drummond's French-Canadian poems. Not to be outdone, Toastmaster George Sisson brought the evening to a climax when he recited the famous "Le Chasse Galerie" by the same author.

Delightful music, both vocal and instrumental, was furnished by the Ithaca Conservatory, whose musical director, W. Grant Egbert, was an honored guest at the banquet.

WOOD UTILIZATION COMMITTEE

The open meeting of the New York Wood Utilization Committee was called to order in Fernow Hall at 2:30 p. m. by Chairman George W. Sisson, jr., of Potsdam, who, after he had explained the formation of the committee last November and its first regular meeting in New York City last April, declared that it was finally decided that the committee confine its attention to four subjects; namely, farm wood lots, logging and sawmilling studies, milling practice and adaptation of non-utilized material, and wood preservation. Committees had been appointed for each project, which were to follow with their reports, after which there would be an open forum on farm wood lot studies. Mr. Sisson called attention to an article in The Country Gentleman by Chief Forester Greeley on the possibilities of the farm wood lot and recommended its reading.

He stated that active interest had been stimulated in the saving of wastes in logging and sawing; that the New York committee's best contribution to this movement is in the education of public opinion and in stimulating interest and cooperation on the part of those who are practically engaged in the industry. In sawmill practice and in the adaptation of non-utilized material, he said, lies a large field for the suggestion and application of ideas. Mr. Sisson, as a member of the National Committee on Wood Utilization, hoped the New York committee might make its work a most useful contribution to the studies of the first-named body.

In reporting as secretary, A. B. Recknagel, of Albany, stated that the New York committee had been divided into sub-committees, each charged with a definite project. The first of these on farm woodlots is headed by S. L. Strivings; the second on logging and sawmilling studies, by Prof. Nelson C. Brown; the third on milling practice and adaptation of non-utilized material, by H. B. Coho, of New York, and the fourth on wood preservation, by Walter Buehler. Only one of the above mentioned committees—that on wood preservation—Mr. Recknagel said, was ready to report. Another committee, that on finance and publicity, was appointed at the April meeting of the general committee but, it too, was not ready to make its report. However, some publicity had been given over the radio by Prof. Brown and by Mead Rappleye, of Rochester.

Secretary Recknagel presented a statement of the committee's financial status and recommended that contributors renew their pledges for 1927. He suggested that in order to function properly the committee should meet at stated intervals, quarterly preferred, and in cooperation with the National committee, and that each project committee make up a plan of activity to present to the next quarterly meeting for suggestions and approval.

Reports of Committees

The first project committee report, that on wood preservation, was made by Chairman Walter Buehler, of the Barrett Manufacturing Co. Mr. Buehler's report was well received.

Prof. Nelson C. Brown, as chairman of the project committee on logging and sawmilling studies, next reported.

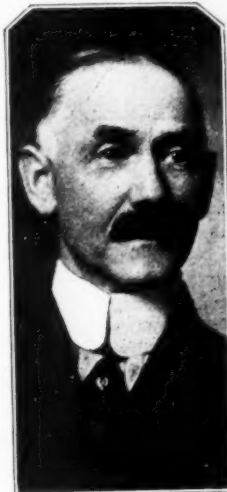
In the absence of Chairman Coho, of the project committee on milling practice and the adaptation of non-utilized material, R. S. Kellogg, a member of that committee, spoke briefly on its field of work.

There followed general discussion, participated in by W. L. Sykes, R. S. Kellogg and Prof. Brown. Prof. Brown brought out that while the picture is gloomy, the New York committee can do its part, however small, to attempt to correct this situation.

Chairman Sisson pointed out that the New York committee is essentially an uplift committee and that it is pledged to an undertaking of public importance in the face of the State's diminishing timber resources.

Reviews Forest School Conference

Prof. Raymond Hoyle, of the New York State College of Forestry, then reported on the wood utilization conference of forest schools held at Madison, Wis., early in September, a report of which appeared in the Sept. 11 issue of the AMERICAN LUMBERMAN, pages 50 and 51. Mr. Hoyle briefly reviewed the various subjects that were discussed at



G. W. SISSON, JR.,
Potsdam, N. Y.;
President



A. B. RECKNAGEL,
Albany, N. Y.;
Secretary

this conference and the conclusions or decision reached. The conclusions on the subject "Small Dimension Stock," he said, were that it was an up-hill proposition and that proper kiln drying and accurate knowledge of costs were the greatest stumbling blocks. On the question of cooperative marketing, Prof. Hoyle said the consensus seemed to be that it was not a profitable proposition for the portable millman. The marketing of wood waste products, the professor declared, involved many financial and commercial problems and that while such products might be useful in many ways, at the same time they might endanger the market for the regular products. On the subject of "A Review of Physical Waste Wood Utilization" Prof. Hoyle said that "the manufacture of by-products from wood waste is a precarious business, and its success is usually predicated upon the strictest economy and closest attention to business. The lumber industry can utilize as closely as the packing industry if it is concentrated in a few hands, but such is not the case. The lumber industry," he concluded, "not only in regard to lumber, but its waste products as well, is in need of advertising, selling cost knowledge, research and education."

Secretary Recknagel reported for Chairman

Bancker, of the publicity committee, who was absent, declaring that its policy to specialize on utilization through educating timber owners in the more intelligent harvesting of wood material, had been carried out partly by articles in trade journals and by radio talks, but it was hoped that as this meeting would indicate the need and character of publicity required, there would be sufficient data for the publicity committee's consideration and recommendation to make up an organized program.

Open Forum on Wood Lots

The open meeting was adjourned promptly at 4 p. m. in favor of the forum on woodlots, Prof. Ralph S. Hosmer, of Cornell University, presiding.

Prof. Hosmer opened the subject of the farm woodlot as a potential producer of timber by describing the situation in New York State. He used several charts to illustrate the statistical basis of this problem.

He was followed by Prof. Ralph Wheeler, of the extension service of the New York State College of Agriculture at Cornell University. Prof. Wheeler explained the function of the college of agriculture in extension work and then he emphasized that as extension service must come from demand by the people, it must be supported in part by those who benefitted by the service rendered. He spoke of the farm bureau organization in every county of the State except Hamilton County in the Adirondacks and the metropolitan counties comprising Greater New York. These farm bureaus have community committees whose duty it is to explain what particular help is needed in that county and so to organize the extension work for local help. This organization is therefore capable of working out the local problems on the basis of State-wide knowledge.

Prof. J. A. Cope explained how the solution of the farm woodlot problem is being handled by the extension service in the State college of agriculture. Mere talking of forestry, he said, will not do it. The only possible way to bring about improved practice in the woodlots is to get the farmers to talk it over on the ground. It is impossible for any extension staff to reach the 188,000 individual farmers who own the 4,000,000 acres of farm woodlots. It must be done by demonstration areas, thereby arousing the interest of the woodlot owners.

Professor Hosmer then called upon Commissioner Berne A. Pyrke of the State department of farms and markets, who spoke briefly indicating his interests in the development of the farm woodlots. He stressed the increasing rate of abandonment of farms and the consequent problems of idle land whose only solution is, apparently, reforestation.

L. O. Bond, the farm bureau manager of Schuyler County, explained the work in woodlot improvement which he has accomplished. He was followed by C. L. Messer, jr., the county agricultural agent of Cayuga County, who told of his reforestation work in cooperation with the sportsmen and Boy Scout organizations. The plan was to get the farmers interested and to show it by buying the trees. The sportsmen and the Boy Scouts did the planting. This year the planting will be repeated but emphasis will also be given to the woodlot demonstration as outlined by Prof. Cope.

Prof. Paul D. Kelleter, director of extension at the New York State College of Forestry, concluded the formal program by briefly endorsing the principles and practices previously set forth.

M. B. Rappleye, secretary of the Builders' Exchange in Rochester and a member of the New York Wood Utilization Committee, spoke of the possible development of public county forests through the recreational development which is so popular now.

Prof. Hosmer in conclusion spoke of the big field in reclaiming idle non-agricultural land by planting and also the better tending of existing woodlots.

Salesmen's Association Has High Business Ideals



WALTER H. JOBE,
Detroit, Mich.;
President

DETROIT, MICH., Oct. 12.—It will be of general interest to the trade to know that the Michigan Association of the Traveling Lumber & Sash & Door Salesmen, which has its headquarters in this city, is now in its twenty-second year, and going stronger than ever before. It has consistently been the aim of this association "to cooperate with the retailer in furthering the lumber industry as a whole, and in making an effort to promote a better understanding between buyer and seller, and to overcome bad practices in the trade."

The association was organized twenty-two years ago for the avowed purpose of promoting good fellowship in the competition among lumber and sash and door

salesmen, the first officers and directors being P. A. ("Pa") Gordon, Morris Hayword, R. H. Kleinpell, Irwin Earle, W. H. Morse (deceased), E. C. Godfrey and James A. Dant.

With the exception of the summer months, regular monthly luncheons are held for the Detroit salesmen, which have proved very successful and are well attended. Many of the member salesmen solicit business in different territories and from various consuming trades, so that this luncheon affords a real opportunity for most of them to meet and visit with their fellow salesmen.

The association is governed by a code of ethics which is subscribed to by all members and which places the business dealings of the members on a high and honorable plane.

The association publishes a newsy little monthly sheet called the "Sales O'Gram," which keeps the members in touch with what is going on among the membership. This interesting little paper is edited by Larry Smith, one of

the popular and hard-working members of the association, who has been untiring in his efforts for its advancement.

The association is now headed by Walter H. Jobe, of Detroit, as president. Mr. Jobe is district sales manager for the Long-Bell Lumber Co., and a lumberman of broad experience in various branches of the industry.

C. A. Maniex, of Bay City, Mich., vice president of the association, while a comparatively young lumberman, has had many years of selling experience. From his Bay City office he conducts a successful wholesale lumber brokerage business in southern, western and northern forest products.

R. A. McGrath, secretary-treasurer of the association, is one of the newer salesmen in the Michigan territory, being in his fourth year with the H. W. Kanouse Lumber Co., of Detroit. Mr. McGrath, however, has been identified with the lumber industry during his entire business career.

The board of directors is made up of the following members: J. V. Sharkey, Detroit; T. W. Hager, Grand Rapids; R. F. Hagerman, Flint; C. W. Scott, Detroit; Larry Smith, Detroit.

The officers and directors are elected annually by the members. Any wholesale lumber or sash and door salesman in good standing, traveling in Michigan, is eligible for membership.

It is the custom of this association to hold its annual meeting coincident with that of the Michigan Retail Lumber Dealers' Association, and to participate in all the social and many of the business features of the convention program.



R. A. McGRATH,
Detroit, Mich.;
Secretary-Treasurer



C. A. MANIEX,
Bay City, Mich.;
Vice President

Hardwood Stock and Operating Conditions

[Special telegram to AMERICAN LUMBERMAN]

NEW ORLEANS, LA., Oct. 13.—The monthly meeting of the Southwestern Hardwood Manufacturers' Club, held at the Roosevelt Hotel here today, drew less than the average attendance, due, it was suggested, to the fact that many of the members attended the recent meetings in Chicago and were making up for the "time out" on that occasion. Ways and means were, however, discussed to increase the attendance, and Secretary George R. Schaad, Jr., was requested to write each member, urging him to turn out at the next monthly session.

Vice-President W. B. Morgan presided, President W. J. Stebbins sending word that he was unavoidably detained at home. Secretary Schaad reported receipt of a letter from a member mill asking suggestions regarding the specifications for No. 1 and No. 2 logs. It was suggested that the inquirer be referred to the Memphis Lumbermen's Club, which has compiled and issued unofficial log specifications. Mr. Schaad next submitted an appeal from Wilson Compton, secretary-manager of the National Lumber Manufacturers' Association, asking cooperation and support in the effort to secure a reduction of the Federal corporation tax. The secretary was authorized to write the members of the Louisiana congressional delegation and endeavor to enlist their support for the proposed reduction.

Secretary Schaad also reported receipt of a preliminary copy of the report on the Forest Products Laboratory investigation of the staining and checking of gum logs, which was financed by the hardwood lumbermen. He added that the report will soon be published as a Government document and copies will be available for each member.

Secretary James Boyd, of the Southern Logging Association, announced that a paper prepared by Mr. Teasdale, who participated

in the study, would be presented at the loggers' meeting next week, with slides illustrating the experiments, and invited the clubmen interested to sit in with the loggers during its presentation.

This led to inquiry regarding price differentials as between air dried and steam cured gum. The responses indicated that in general the steam cured product commands a premium of \$2 over air dried, but it developed that at least one mill, which end-racks its product and somehow prevents its staining, receives for its air dried stock the same price commanded by the steam cured material from other plants.

Labor Shortage Curtails Production

The roundtable report on stock and operating conditions revealed decided variations. Several mills were reported down, while at least one is operating double shift to work up its log accumulation. Shut-downs and spasmodic operation in general were attributed to labor shortage due to the demand for cotton pickers. In the southern half of Louisiana, the rice fields also are calling labor from the mills and a call from the cane fields is expected soon. It was noted in this labor discussion that mill hands drawing good pay leave the mills for the fields at a much smaller day wage, counting the field work a sort of "vacation." Reports of rising water in the woods were submitted from several quarters, forcing suspension of logging and curtailment of production. Stock conditions also varied considerably, several mills reporting available dry stocks practically all sold, whereas one or two others reported order files comparatively low. A summary of the reports indicated mill stocks rather below normal volume, and the summarized review of operating conditions pointed to further curtailment of production, by reason of labor and water conditions, during the weeks ahead.

A prediction of impending car shortage, attributed to a prominent railway official, was discussed. It was suggested that the trunk lines are collecting equipment for movement of cotton and other crops. A representative of mills served by secondary or short lines reported on the other hand no car shortage or hint of any, their carriers contriving to supply cars promptly as needed.

D. W. Sleeper, of the National Lumber Manufacturers' Inter-Insurance Exchange, delivered an interesting talk on insurance conditions. Losses during the first six months of the year, he reported, were heavy, but not quite so large as for the corresponding period of 1925. Since July 1, they have been relatively somewhat lighter. But the heavy losses continued over a period of several years past, have forced rate increases by practically all companies, while stock companies have largely retired from the underwriting of woodworking risks. It will require, he thought, at least two years of good fire loss experience to bring the stock companies back into the woodworking plant insurance field and meanwhile there is reason to fear a shortage of insurance capacity unless conditions improve. Even now he knew of several plants which have not succeeded in fully covering their insurance requirements, and he feared the curtailment of the insurance market would be felt by others when the time came for them to reinsure. The mutuals and reciprocals are meeting the insurance needs of the industry up to the safe limits of their capacity. Their reports show them in sound financial condition, but continuance of unduly heavy fire losses would of necessity force upward insurance costs. "The only way to correct the situation," he concluded, "is to find the formula for stopping fires."

Mr. Sleeper said that his investigations had revealed no definite cause for the "loss epi-

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demic"; most of the burned mills are being rebuilt in more substantial fashion. He noted, however, that "Saturday afternoon and Sunday" fires are predominant, indicating that the plants may not be sufficiently watched while not in operation. To meet this he suggested the doubling of the watchmen in every

plant. As a general precaution he urged the provision of ample water supply and fire protective equipment. "The mills," he said in conclusion, "today are improving their equipment and showing greater willingness to cooperate in fire prevention than at any time in my four years' experience in this field."

Lumber Club Activities

Entertains Retail Salesmen's Club

MINNEAPOLIS, MINN., Oct. 11.—Eighty-two members of the Minneapolis Retail Lumber Salesmen's Club attended a regular meeting at the Elks' Club here last Monday night. The banquet hall was prettily decorated. There were speeches, vocal and instrumental numbers. One of the features of the program was a dancing act. The meeting was in charge of M. J. Murphy, program committee chairman. The principal address was by H. A. Simons of Chicago. The salesmen were guests of the United States Gypsum Co., of which Mr. Simons is publicity manager. The western sales manager, F. B. Gibbs, Jr., of Minneapolis, also was one of the active hosts.

Announcement was made at the meeting that a similar organization is planned for St. Paul.

Jackson Club Elects

JACKSON, MISS., Oct. 11.—The regular weekly meeting of the Jackson Lumbermen's Club was held last Thursday at the Edwards House, the large room being crowded to the limit. The feature of the program was the election of officers to serve the club the next six months, the following being elected:

President—B. M. Wakefield, secretary-treasurer Faust Bros. Lumber Co.

Vice president—A. C. Vickery, manager Planters Lumber Co.

Secretary—Graves Marshall, accountant Finkbine-Guild Lumber Co.

B. M. Wakefield, the new president, has been connected with Faust Bros. Lumber Co., with two large plants in this city, for several years. He was formerly in its employ as manager of its Louisiana interests.

A. C. Vickery, the vice president, has been manager of the local yard of Planters Lumber Co. several years. He is an experienced architect, was formerly connected with Long-Bell Lumber Co., of Kansas City, and has managed yards in Idaho.

Graves Marshall, the secretary, has been a willing worker in the club for some time. While he is a competent accountant with Finkbine-Guild Lumber Co., and is popularly known hereabouts as a Charleston champion.

W. S. Bennet, of Edward Hines Lumber Co., Chicago, was present at the meeting last Thursday and told what was being done by him and other lumbermen in the interest of Illinois Day at the Mississippi State Fair, Oct. 19.

Aim to Keep Yards Clean

NEW YORK, Oct. 11.—Dr. Samuel Record, of Yale, spoke on "The Care and Preservation of Yard Stocks" at the second weekly meeting of the Nylta Club in Grand Central Terminal last Friday night. Dr. Record, a careful student of all woods, dwelt principally on the element of decay and told the lumbermen that the chief aim of all retailers should be to keep their yards clean.

He described how decay comes through fungus growth and explained conditions necessary to its development. He said that fungus is the only sort of animal life that will live without sunshine and that it thrives on filth, he said, emphasizes the necessity for cleanliness in the lumber yard.

Dr. Record recommended that the retailers go out into their yards at once and clean out all rotten pieces, because fungus once started spreads rapidly from pile to pile, especially if conditions favor its growth.

Another speaker was Charles F. Stevens, author of the Paul Bunyan stories. He told of

the difference in the mode of living between the old-time and the modern lumber jack.

Memphis Dinner Dance

MEMPHIS, TENN., Oct. 12.—Announcement is made by the entertainment committee of the Lumbermen's Club of Memphis that the annual Hallowe'en dinner dance will be held at the Hotel Peabody on the night of Oct. 29 and will be "bigger and better than ever." W. L. Evans is chairman of the entertainment committee and the members are: R. A. Taylor, H. T. McGrath, Joe Thompson, W. M. Solomon, and Frank Conkling. Each member of the club will be furnished with two tickets to the dance and guests will be invited by the members. It is expected that more than 400 couples will attend this annual affair which is one of the social events of the southern hardwood fraternity.

Better Farm Buildings, Topic

MILWAUKEE, WIS., Oct. 12.—The Southeastern Wisconsin Lumbermen's Club will hold a meeting in Milwaukee, at the Republican Hotel, on Oct. 20 at noon. It will be the first meeting at which the new club president, Ralph A. Lamp, will preside, and a big attendance is expected to be present. John Swenehart, of the department of agricultural engineering of the college of agriculture, University of Wisconsin, Madison, will address the club on "Better Farm Buildings for Wisconsin." The college of agriculture, under the supervision of Mr. Swenehart, has prepared a number of new interesting plans for farm buildings. The speaker will present a number of ideas on how to improve the farm buildings of Wisconsin and how the retail lumber dealers can cooperate with the college of agriculture.

Monthly Meeting of Evansville Club

EVANSVILLE, IND., Oct. 13.—The regular monthly meeting of the Evansville Lumbermen's Club was held last night at the Vendome Hotel, with a large attendance. Charles Wolfen, president, presided.

John C. Keller, traffic commissioner of the club and also of the Evansville Furniture Manufacturers' Association, spoke of conditions among the local furniture manufacturers, which he said were quite favorable at this time. Mr. Keller said the Interstate Commerce Commission would hold a meeting early next spring to investigate furniture rates in Central Freight territory.

Dan Wertz, chairman of the cooperative committee, said that gum had been advancing right along and that the lumber business is better than for some time past, and that indications pointed to a good fall and winter trade. He said the advance in gum had strengthened oak. President Wolfen said that retail conditions are improving, and he is looking for a good winter trade. Building in Evansville is unusually brisk for this season of the year.

The following visitors spoke briefly: C. W. Patt, Chicago Mill & Lumber Co.; C. M. McCrory, Turner-Farber-Love Co.; P. H. Conneigh-ton, Emerald Lumber Co.; J. A. Brittan, Gayoso Lumber Co.; George Mullen, Hermansen-Mullen Lumber Co.; O. L. Cumming, Dierks Lumber & Coal Co.; Mr. Harper, Edward Hines Lumber Co., and David Ellis, National Hardwood Lumber Association. The general opinion as gleaned from the visitors was to the effect that trade conditions the country over are getting a whole lot better.

The next meeting of the club will be held at the Vendome Hotel on Tuesday night, Nov. 2.

The Wood Carver

FROM the Middle Ages there comes to us a wholesome legend in the story of Brother Hilaratus. It was his task to adorn the Abbey Church with beautiful carving and sculpture. Choir and chapterhouse were covered with his work. Brother Hilaratus had been blessed by God with a cunning hand and a keen eye; but his heart was like a little child's bubbling over with mirth.

IN HIS work he was ever giving place to his quaint humour. He could not carve a cluster of flowers, but some sweetly comical face would peep at you unexpectedly from the midst of the petals. Yet some were shocked at his constant happiness and frequent laughter. "Leave laughter" they said "to the evil one and weep thou for men's sins." "Nay" said Brother Hilaratus, "I deem that laughter was in the beginning a good gift of God, although the devil may have stolen it and spoiled it. I work for Him who made the sunbeams, and the silly harmless beasts, and the hearts of happy children and the Lord of all good laughter will not disown his foolish servant." Yet so humble was he that the words of his graver brethren troubled his spirit and one day, when about to fling back his head in his usual merry laugh as a happy piece of work grew beneath his skilful hand, he perceived a form bending above him. "Some angel visitor," he said to himself tremblingly. "Brother Hilaratus," said a stern voice, "hast thou no cause to weep and lament for thy sins, rather than to laugh?" "In sooth," replied the brother humbly, "I have good cause." "Canst thou indeed call thyself a child of God," the voice continued, "when instead of weeping and mourning perpetually thou givest way to mirth and laughter, the works of the devil?"

At these words hope and joy fled from the good brother's heart. He lifted his tool to destroy the quaint carving before him and as he did so he heard fall from his visitor's lips a laugh, low and hollow, cruel and malicious.

"BUT it was not thus I laughed!" cried Brother Hilaratus and stayed his hand. The dark form vanished and a sunbeam from heaven dazzled his eyes and presently in place of the Evil One stood an Angel of God indeed. "Who art thou?" he whispered. And the Shining One replied, "I am a messenger from the Lord of the Sunshine, sent to tell thee that in very truth He is the Lord of all good laughter. Although thou art a sinner, He biddeth thee rejoice ever at thy work for He hath given it thee to do. Because thy mirth hath never pained another and has gladdened many, know that His blessing resteth upon it." The Angel disappeared, but in the heart of Brother Hilaratus there was left a joy that could never depart. He knew at last, without doubt, that God and not the devil is the true Lord of laughter.

Associations' Plans and Activities

Oct. 19—Alabama-West Florida Mill Managers' Association, Tuskegee, Ala.
 Oct. 19-21—Southern Logging Association, Roosevelt Hotel, New Orleans, La. Annual.
 Oct. 21—North Carolina Pine Association, Charleston, S. C. Semiannual meeting preceded on Oct. 19 and 20 by school of inspection and logging conference.
 Oct. 21-23—California Retail Lumbermen's Association, Hotel Senator, Sacramento, Calif. Annual.
 Oct. 25-28—Third Portable Sawmill Demonstration, Pennsylvania State College, State College, Pa.
 Oct. 27-30—Pacific Logging Congress, Vancouver, B. C. Annual.
 Nov. 2—Evansville Lumbermen's Club, Evansville, Ind. Monthly meeting.
 Nov. 4-5—Georgia Retail Lumber & Millwork Association, Henry Grady Hotel, Atlanta, Ga. Annual.
 Nov. 8-10—Associated Coopers Industries of America, Hotel Sherman, Chicago. Semiannual.
 Nov. 9—Shortleaf Yellow Pine Association, Columbus, Miss.
 Nov. 9-12—National Retail Lumber Dealers' Association, Roosevelt Hotel, New Orleans, La. Annual.

Nov. 11—New York Lumber Trade Association, Waldorf Astoria Hotel, New York City. Annual.
 Nov. 17-18—Southern Sash, Door & Millwork Manufacturers' Association, Atlanta, Ga.
 Nov. 17-18—Southern Cypress Manufacturers' Association, Jacksonville, Fla. General meeting.
 Nov. 18-19—Millwork Institute of California, Hotel Whitcomb, San Francisco, Calif.
 Nov. 22-23—Mississippi Valley Association, St. Louis, Mo. Annual.
 Nov. 23—Roofers Manufacturers' Club, Hotel Ralston, Columbus, Ga. Monthly meeting.
 Dec. 14-15—Plywood Manufacturers' Association, Chicago. Annual.
 Jan. 12-13, 1927—Retail Lumber Dealers' Association of Indiana, Claypool Hotel, Indianapolis, Ind. Annual.
 Jan. 18-20, 1927—Northwestern Lumbermen's Association, West Hotel, Minneapolis, Minn. Annual.
 Jan. 19-21, 1927—Ontario Retail Lumber Dealers' Association, Toronto, Ont. Annual.
 Jan. 26-28, 1927—Western Retail Lumbermen's Association (Canada), Fort Garry Hotel, Winnipeg, Man. Annual.

Jan. 26-28, 1927—Southwestern Lumbermen's Association, Muehlebach Hotel, Kansas City, Mo. Annual.
 Jan. 26-28, 1927—Pennsylvania Lumbermen's Association, Bellevue-Stratford Hotel, Philadelphia, Pa. Annual.
 Feb. 1-3, 1927—Retail Lumber Dealers' Association of Pennsylvania, William Penn Hotel, Pittsburgh, Pa. Annual.
 Feb. 2-3, 1927—Kentucky Retail Lumber Dealers' Association, Louisville, Ky. Annual.
 Feb. 2-4, 1927—Michigan Retail Lumber Dealers' Association, Olds Hotel, Lansing, Mich. Annual.
 Feb. 9-10, 1927—National Association of Commission Lumber Salesmen, Palmer House, Chicago. Annual.
 Feb. 9-11, 1927—Illinois Lumber & Material Dealers' Association, Edgewater Beach Hotel, Chicago. Annual.
 Feb. 15-17, 1927—Wisconsin Retail Lumbermen's Association, Pfister Hotel, Milwaukee, Wis. Annual.
 Feb. 24-26—Western Retail Lumbermen's Association, Tacoma, Wash. Annual.
 Feb. 24-25, 1927—Tennessee Retail Lumber & Millwork Association, Memphis, Tenn. Annual.

Engineers to Discuss Forestry

VANCOUVER, B. C., Oct. 9.—Members of the western group, Canadian Society of Forest Engineers, will hold a convention in Vancouver on Oct. 27, the day preceding the opening of the Pacific Logging Congress, Prof. H. R. Christie, chairman of the group announced today. There will be a number of papers submitted by leading members, and possibly one or two addresses from visiting members from Seattle and other Coast points. Up to date the program includes P. Z. Caverhill, chief forester for British Columbia, whose subject will be "Advances in Timber Legislation and Forest Conservation;" T. A. McElhanney, supervisor of the Dominion Forest Products Laboratory, who will discuss technical questions in studies of various timbers, and Prof. Christie, head of the forestry department, University of British Columbia, who will talk on "Forestry Education."

It has just been announced that the Pacific Logging Congress delegates and their wives, assembling in Vancouver for the opening on Oct. 28, will be entertained on the evening of Oct. 27, at a dinner in the Hotel Vancouver, a social event arranged by the local committee of the British Columbia Loggers' Association, which has in hand the reception of the large number of visitors who are expected to attend the congress. All preparations for the three-day conference are well under way, so far as the work of the local committee goes. In the big freight shed of the Northern Pacific Railway, located near the Great Northern and Canadian National terminal depots, will be assembled the big exhibit of logging machinery and equipment which will be a feature of the congress.

Forest Protective Conference

SYRACUSE, N. Y., Oct. 12.—The program for the forest protective conference to be held here, Nov. 10, 11 and 12, at the New York State College of Forestry, indicates that four main subjects will be given consideration throughout the proceedings. These are: Forest protection from the standpoint of fire,—from the standpoint of animals and sanitation—from the standpoint of forest insects and from the standpoint of fungi. The speakers for the first session on Wednesday afternoon include William G. Howard, assistant superintendent of New York State forests; C. R. Tillotson, Northeastern Forest Experiment Station; Paul W. Stickel, Northeastern Forest Experiment Station; and J. A. Mitchell, Lake States Experiment Station. Prof. S. N. Spring, of Cornell University, Prof. A. V. S. Pulling, of the Roosevelt Wild Life Forest Experiment Station, Prof. H. R. Francis, of the New York State College of Forestry; and C. R. Pettis, superintendent of New York State forests, will be the speakers at the Thursday morning session. The insect problem will be discussed at the Thursday afternoon session by Dr. F. C.

Craighead, of the United States bureau of entomology; by H. L. McIntyre, of the New York Conservation Commission; and by Harvey J. MacAloney, of the Northeastern Forest Experiment Station. Protection from fungi will be discussed at the Friday session by Dr. H. H. York, of the New York Conservation Commission; by Dr. Perley Spaulding, of the Northeastern Forest Experiment Station; and by Dr. Henry Schmitz, of the University of Minnesota. Discussions will follow each of the talks that are delivered.

Plans for Welfare Dinner

SEATTLE, WASH., Oct. 9.—W. McNeill, of Vancouver, B. C., as chairman of the welfare dinner committee of the Pacific Logging Congress, has issued invitations and program of that occasion. The dinner will be held at the Vancouver Hotel Oct. 27, and speeches will be made by the mayor of Vancouver, R. W. Vindege, president of the North Bend Timber Co., North Bend, Wash., and Lewis G. Bates, industrial secretary Northwest Council Y. M. C. A., Seattle. There will also be a number of short speeches on "The Human Interest Problems in the Lumber Industry." In addition to Chairman McNeill, members of the committee are: C. H. Ingram, Snoqualmie Falls, Wash.; Huntington Taylor, Coeur d'Alene, Idaho; Robert Jensen, Portland, Ore.; John W. Osburn, Nanaimo, B. C.; Charles Puehler, San Francisco.

Portable Sawmill Week

STATE COLLEGE, PA., Oct. 12.—Under the direction of the Pennsylvania department of farm forestry the third portable sawmill week will be held here at the Pennsylvania State College on Oct. 25, 26, 27 and 28 and as at previous demonstrations the importance of manufacturing good lumber will be emphasized. Two whole days will be devoted to sawing for grade and several experts will be on hand to direct the sawyer how to cut for grade. Hardwood graders will mark the lumber and tell why they have put it in its respective classes. Electric, steam and gasoline motive power will be used in operating the various machines. Five different makes of tractors and one type of industrial unit mounted on skids will demonstrate. Practical instruction in saw filing and fitting will be given by representatives of Henry Disston & Sons. On the forestry wood lot, proper methods of estimating wood lots for forestry products will be demonstrated. On Tuesday and Wednesday afternoons and evenings practical talks by experienced sawmill men are scheduled. Among the important talks to be delivered will be that by G. G. Green, of Loek Haven, Pa., on "Wholesaling Portable Sawmill Products," by S. H. Marsh, supervisor of the Shenandoah national forest on "Importance of Portable Sawmills in the Utilization of Timber in the National Forests of the East," and by R. D. Garver, of the Forest Products Laboratory, Madison, Wis., on "Lumber Standardization."

On Thursday morning the annual meeting of the Pennsylvania Forest Products Manufacturers' Association will be held, the officers making their reports, followed by a business session.

"Alams" Fall Meeting

NEW YORK, Oct. 12.—The Associated Lumber & Allied Materials Salesmen of New Jersey, who go under the banner of the "Alams," will hold their first fall meeting next Monday afternoon at the Newark Athletic Club. T. M. Young, president, will occupy the chair. Milton L. Dake, the secretary, has announced that there will be important business to discuss and has requested a large attendance.

Outlines Program of Activities

NEW ORLEANS, LA., Oct. 11.—At a meeting of the executive committee of the Long Leaf Manufacturers' Association today, Secretary-manager O. N. Cloud submitted in tentative outline a program for the activities of the new organization. The committeemen in attendance were President Charles Green, of Eastman, Gardiner & Co., Laurel, Miss.; J. W. Link, of the Kirby Lumber Co., Houston, Tex., and W. H. Sullivan, of the Great Southern Lumber Co., Bogalusa, La.

The association activities as outlined by Mr. Cloud would include a comprehensive survey covering production, distribution and consumption of longleaf yellow pine and including a study of ways and means to increase and expand its use for purposes in which it can be shown superior to other materials. With this task will be included an investigation of what can be done to make the service of the yellow pine manufacturers more helpful to their customers and to consumers.

Close touch will be maintained with the production departments of the mills in order to acquaint them with the problems developed by intensified competition, and their cooperation will be sought in solution of these problems and correction of any adverse conditions revealed, in order that trade can be retained and expanded.

Recognizing that new conditions must be faced, that competition between various materials is and will continue intense, it is planned to make the users better acquainted with the advantages of longleaf yellow pine and to demonstrate the economy of using the best. To this same end it is planned also to investigate every field of service in which longleaf yellow pine can be profitably used. As the building public comes to know and appreciate the economy of using the best, it is believed that the next logical step will be the making of the required items and quantities constantly available to take care of the trade requirements.

In the accomplishment of this program a campaign of advertising and publicity will be needed. The individual and collective forces already organized will be made use of to the

fullest the business agencies effect.

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fullest degree, in the belief that the needs of the hour are understood by those engaged in the business and that they are the most logical agencies for the carrying of our plans into effect.

The committee approved Mr. Cloud's general recommendations and suggested that he prepare a more specific plan of action for submission to the directors' meeting to be held in New Orleans on Oct. 28.

The association's permanent offices, 1501 Pere Marquette Building, will be occupied during the week.

Central Missourians in Annual

SEDALIA, MO., Oct. 11.—At the annual meeting of the Central Missouri Association of Retail Lumber Dealers, held here last Wednesday, officers were elected as follows:

- President—J. R. Moorehead, Lexington, Mo.
- Vice president—B. T. Summers, Warrensburg, Mo.
- Secretary—Henry Guhleman, Jefferson City, Mo.
- Treasurer—T. J. Sturges, Sedalia, Mo.

Twenty-six lumbermen of the central Missouri district attended the convention, which convened at Hotel Terry at 3 o'clock in the afternoon and concluded with an informal dinner at 6:30.

The time was spent in "shop talk," with D. C. Hardy, of Tipton, retiring president, in

of California, Mo., on "Credit and Its Limit." Mr. Scruggs presided as toastmaster at the stag dinner which concluded the meeting.

4L District Meeting

TACOMA, WASH., Oct. 9.—The annual district meeting of the Loyal Legion of Loggers and Lumbermen, in which 4,000 4L employees from five Western Washington districts were represented, was held yesterday at the 4L hall here. President W. C. Reugnitz, of Portland, attended and reported on association affairs. He told the delegates that the 4L campaign to increase the use of wooden boxes is bringing excellent results and should be continued. He also reported the finances of the legion to be in excellent shape.

The meeting adopted resolutions urging the State legislature to provide some form of vocational training for men injured in industrial accidents and which pointed out that Oregon and Idaho already have vocational rehabilitation measures working satisfactorily.

The annual election of delegates to the general meeting of the 4L organization which will be held in Portland Nov. 15 and 16, resulted in the selection of the following:

- Tacoma district (employers)—J. C. Buchanan, Everett G. Griggs, George J. Osgood and Ernest Dolge. Employees—J. A. Ziemer, Charles Schumake, A. McKay, J. Ingram and D. H. Collins.
- Seattle district (employers)—D. M. Fisher, Lewis Fredericks, Jess Brown and Fred Johnson. Employees—Conrad Johnson, F. M. Jennings, Tom Golden, J. M. Kannall and J. L. Livingston.
- North Puget Sound district (employers)—A. Morrison. Employees—W. A. Meyer, C. M. Moser, Frank L. Pederson, Bruce Loop and Lewis Mattson.
- Willapa Harbor district (employers)—R. H. Burnside, J. Siler, C. L. Lewis and C. A. Bunnell. Employees—Dave Neilson, F. E. Brown, George Peoples, C. H. Fullmer and C. R. Martin.
- Grays Harbor district (employers)—J. C. Shaw, Thomas Soule. Employees—William Annett, Roy Spurgeon, J. B. Gates, A. Van Schaik and O. B. Simpson.

Discuss Grade Marking

APPLETON, WIS., Oct. 12.—A meeting sponsored by the Northern Hemlock & Hardwood Manufacturers' Association was held here on Monday night, Oct. 11, at which the manufacturers and retail lumber dealers discussed grade marking. O. T. Swan, secretary of the association, and L. R. Putman, publicity manager for the Southern Pine Association, were the principal speakers.

White Pine Bureau Progresses

TORONTO, ONT., Oct. 11.—A meeting of the committee of the White Pine Bureau was recently held at Ottawa, in the Chateau Laurier, the main feature of which was a report by George Wilson, Toronto, manager of the bureau, upon the progress that has been made since its inauguration about two months ago. Mr. Wilson stated that, in the interest of white pine trade extension, he had interviewed a number of representative retail lumber dealers and an exhibit had been made at the Canadian National Exhibition, which had attracted wide attention. He also reported that 4,500 copies of the pamphlet, "The Truth About White Pine," had been distributed. Referring to the tentative grading rules for white pine, he believed that efforts should be made to have them so plain and complete that anyone would be able to interpret them and that they would cover practically all cases; that under the present rules this could not be done. The meeting decided that the rules needed further development and it was agreed also that when they have been finally revised, copies should be printed and circulated widely. Mr. Wilson also suggested that an inspection service should be provided.

Discussing further publicity plans Mr. Wilson submitted a proposal whereby special, illustrated advertising would be prepared and carried out, this advertising to be directed especially to architects, contractors, to young married couples, etc. This suggestion found immediate favor among the members and Mr. Wilson was instructed to go ahead with the idea and report progress at a later meeting.



Earl Bartholomew

**Quality
Service
Price**

In nearly all the yard sales the question of Quality is first thoroughly threshed out, and when the buyer is fully satisfied that the material offered is what he can use, then follows the question of when delivery can be made, and the price.

Quality

With this in mind, say the quality of our Flooring is strictly guaranteed for quality and milling and Association made, with satisfaction to you and your customer, or money back and no quibbling.

Delivery

Phoned or wired orders will leave Chicago by the next train; mail orders the day received, and will be at your station the next day within reasonable distance from Chicago.

Price

Price is right, Service the best, and Quality second to none. Wire or phone your orders collect for delivery the next morning. Yours for pleasant and profitable dealings and no quibbling.

Any quantity, delivered anywhere

E. BARTHOLOMEW HARDWOOD CO.

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in Advance**

You can state pretty accurately every item in your over-head expense but one—your credit loss. That you can only guess at. And how often you miss the mark, you, only, know! Because of present conditions, your credit loss is more of a problem than ever.

If the year's total covered credit losses exceed a certain previously agreed upon percentage of your gross sales, we repay the excess.

Thus your credit loss for twelve months is determined in advance and nothing can increase it.

The cost of Credit Insurance is small compared to the security afforded.

Over \$9,500,000 paid to our policyholders

The American Credit-Indemnity Co.

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**Saw Mills
That Produce**

lumber economically must be scientifically designed and correctly built. That has been our business since 1890 and we'll gladly refer you to dozens of operators whose plants we have built, such as,

Alexandria Lumber Co., Alco, La.

Write for complete data on our service and list of other mills.

THRALL & SHEA
MECHANICAL SAWMILL ENGINEERS AND DESIGNERS
Lake Charles, La.



Reproduced herewith is a giant cypress tree located on the Mountain Fork River a quarter mile north of the Texas, Oklahoma & Eastern Railroad near Broken Bow, Okla. This tree is reputed to be about 3,000 years old and has a circumference of about 40 feet, with the first branch approximately 60 feet from the ground. The photograph was furnished by courtesy of Dierks Lumber & Coal Co., of Kansas City, Mo.

the chair. After an address of welcome by J. L. Babcock, Sedalia lumberman and mayor of the city, a talk was given by F. M. Hartley, of Baldwin, Kan., president of the Southwestern Lumbermen's Association. Then followed reports by D. C. Hardy, president; H. Guhleman, secretary, and T. J. Sturges, treasurer.

One of the principal talks was by E. E. Woods, secretary and manager of the Southwestern Lumbermen's Association, whose subject was "Our Competitors." This was followed by brief talks by J. R. Moorehead on "The Cement Situation"; by Earl Gold, of Sedalia, on "The Roofing Situation or the Out-of-Town Man Doing Work in Your Town"; by "Dr." L. L. Ott, of Jefferson City, on "Meeting Mail Order Competition"; by Clifford G. Scruggs, of Jefferson City, on "Collecting Accounts," and by J. R. Proctor,

You Can Positively Increase Your Sales

—by using Clancy's Red Book Service of information as an aid in your sales and credit work. The Red Book is a complete directory of car-load buyers of lumber and allied products and new names are furnished TWICE a week as a part of this service.

Write for Pamphlet 49-S, giving rates and full particulars.

Try our Collection Department any time on ordinary past due or disputed accounts, whether or not you are a subscriber.
For rates ask for Pamphlet No. 49-C.

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Eastern Headquarters: 35 S. William St.
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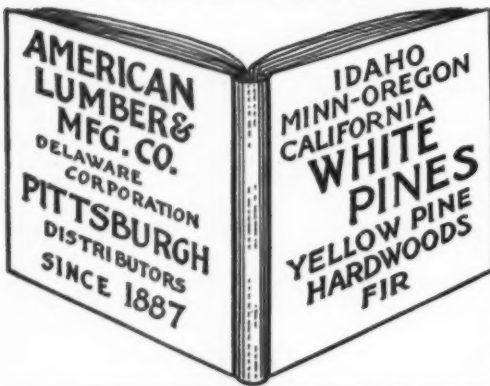
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Yellow Pine

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Pittsburgh, Pa. New York, N. Y.

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Machine Molder Practice

A manual on molder work, the operation and superintendence of the moldering machine. Published by a practical woodworker who traveled many thousands of miles to gather the necessary information. Bound in Red Leather. \$2.50, postpaid.

American Lumberman 431 So. Dearborn St. Chicago, Ill.

Roofer Manufacturers' Club Holds Annual

MACON, GA., Oct. 12.—Nearly fifty members of the Roofer Manufacturers' Club—the largest attendance in many months—were here today for the annual meeting of that body at the Hotel Dempsey. Election of officers, discussion of various problems of interest to the members and a banquet at 8 p. m. featured the day's events. Practically all of the members remained here for the banquet. Officers were elected as follows:

President—W. W. Hicks, Hicks Lumber Co., Eufaula, Ala.

Vice presidents: For South Carolina—Jack Osborne, Parksville, S. C.; Georgia—Hugh Thurston, Thomaston, Ga., and Allen Daughtry, Allentown, Ga.; Alabama—W. L. Long, Piedmont Lumber Co., Piedmont, Ala.

Secretary-treasurer—C. R. Mason, Mason Lumber Co., Madison, Ga.

The president, vice presidents and the secretary form the arbitration committee, one of the most important of the committees working within the organization.

It was voted to hold the next meeting in the Hotel Ralston, Columbus, Ga., on Nov. 23.

C. B. King, of the King Lumber Co., Cuthbert, Ga., the retiring president, in giving up the chair to the new president, said that he wanted to express his appreciation for the splendid cooperation given to him and to the other officers of the organization during the year.

I never expected to be a leader of men, said Mr. King. I didn't want to be president, but I made the best of it and I can truthfully say that my work during the last twelve months has been the happiest period of my life. I want to thank each one of you for your loyalty and for your cooperation. I appreciate everything that you have done. With your splendid support we have kept the Roofer Manufacturers' Club going and have made the year's work a success. We are leaving the organization in good shape, financially and in other ways. Speaking of some of the things that have been accomplished, Mr. King stated that compulsory arbitration is one of the best things that we ever put over.

"This is like a thunder clap out of a clear sky," said W. W. Hicks as he was escorted to the president's chair by his predecessor. "I didn't seek the office; never expected to be president, but now that I have been elected—now that you insist upon having me as your president, I'm going to do the best job that I can in running it."

C. R. Mason, who was elected secretary to succeed E. W. Smith, was secretary last year. "You've wished a man's sized job onto me," said Mr. Mason. "I haven't the time to devote to this work in addition to my own, but I'll do the best that I can." He asked for the cooperation of every member and received it in the form of a rising vote.

There also was a rising vote of thanks for the splendid service rendered to the Roofer Manufacturers' Club during the year by the retiring officers.

R. H. Morris, southern manager of the North Carolina Pine Association, called upon for a few remarks during a lull in the session, spoke on "Sincere Friendship." He reviewed briefly his connection with the lumber industry of the South; told of friendships formed, and closed with "the more and better you are known the better will be your market for roofers."

Perhaps the most important action taken by the club was in voting to intervene in the famous lumber rate case that is scheduled to come up for hearing in Valdosta on Oct. 20, the fight being waged by the Southeastern Forest Products Association, with headquarters in Jacksonville.

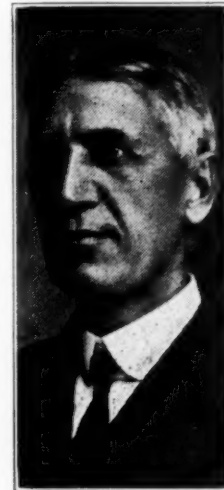
Tells of Traffic Situation

J. S. Farrish, traffic manager of the Southeastern Forest Products Association, who is waging the fight against alleged unfair rates, explained the status of the case and the efforts to obtain a revision. Mr. Farrish explained the

car situation in the country, quoting the latest figures. He urged manufacturers to load cars on the same day they are received and to use, as far as possible, western cars for western shipments, and eastern cars for eastern shipments.

He then discussed the rate situation, having a mass of documents which was part of the record before the Georgia Public Service Commission and the Interstate Commerce Commission. He spoke of the efforts to increase rates on logs in Georgia and how, finally, a tariff was published, which later was suspended to Jan. 1, to fix the rate on logs in Georgia for a 30-mile haul at \$16, instead of \$12, whereas the interstate rate from Florida to Georgia for the same distance was \$8.55. He called attention to the fact that this organization went on record at the last meeting at Columbus as opposing the action of the Georgia Public Service Commission.

"The order has been rescinded for the time being," said Mr. Farrish, "but it still leaves the Georgia rate higher than the rate from Florida to Georgia. The Georgia Public Serv-



C. B. KING,
Cuthbert, Ga.;
Retiring President
of Association



R. H. MORRIS,
Macon, Ga.;
Emphasized Importance
of Friendships

ice Commission wants the Interstate Commerce Commission to permit Florida to move a car of logs a distance of 50 miles into Georgia for \$10.50, while the rate in Georgia would be \$14."

Mr. Farrish indicated that the action of the Georgia Public Service Commission, if allowed to stand, would result, he believed, in an increase of 50 percent in the rates on lumber. The case will be bitterly opposed at Valdosta, Mr. Farrish indicated, and he was given the full support of the Roofer Manufacturers' Club in making the fight.

Roundtable Discussions

C. B. King, the retiring president, said that he had personally been approached by wholesalers who wanted to get away from the 98 percent rule of the club, the buyers claiming that the banks were holding them up for exchange on drafts. "I'm standing up for 98 percent," said Mr. King. "It's the backbone of our business."

The comment was during a round-table discussion of problems of the trade.

J. Ben Wand, secretary of the Florida Lumber & Millwork Association, deplored the utterances of Roger Babson, of Oct. 8. "In reviewing the storm in Florida," said Mr. Wand, "Babson said that 'the best thing Florida can do is to pass a law against building frame houses.' The lumber industry is one of the

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biggest things in Florida. That utterance is regrettable, because of the following that Babson has. It is a fact, and I have photographs to prove it, that frame buildings stood the Florida hurricane well, while alongside those frame buildings the structures made of cement blocks, brick and stucco have been torn to pieces or are badly damaged."

A member asked the question as to whether a laborer can attach lumber which he has sawed for a contractor, for his wages. Different members replied that high courts of Georgia had held that if the owner of the lumber did not take personal charge of the situation and did not instruct the laborers, a laborer could not sue for attachment. It was pointed out that the owner could visit the mill as often as he desired.

Gossip among the manufacturers indicated that notwithstanding the fact that roofers are quoted at \$19 and \$20 there are lots of manufacturers who are receiving \$20.50 for 8- and 10-inch stock.

In a discussion of losses, H. A. Hardin, of Forsyth, declared that losses could be kept down to 1 percent or less if the stock is checked every two weeks.

A discussion of compensation insurance disclosed the fact that there has been a big increase in the rate in Georgia. There also has been an increase in fire insurance rates, some of the members reported.

L. P. James told of difficulties which many other members indicated that they had encountered in receiving affidavits that shipments were 500 feet short. "When we get affidavits like that we shoot another affidavit right back to the effect that there was no shortage," said another manufacturer, "and if you will pin them down you'll find that the shortage was in ends, or something else." Fair dealing both

ways was all that the members sought, they asserted.

The report of E. W. Smith, secretary-treasurer, showed that there are sixty-three members at this time. The treasury has a balance of \$680.18 and there is due on assessments \$2,150, which leaves the club in good condition, as all of the assessments will be paid promptly, it was indicated.

The Banquet

The banquet at the Hotel Dempsey, which closed the annual meeting of the club, was a delightful affair. The program opened with an introductory talk by Charles B. King, the retiring president, the response being by Hugh Thurston. There was a song by the Peerless Quartette. Riley McCoy appeared in a monologue skit and Miss Hannah Shier danced the Charleston. Following a solo by Miss Claudia Foster, the main address of the evening was furnished by W. T. Anderson, editor of the Macon Telegraph, who spoke on "Georgia and the Cotton Crisis." Music was furnished by the Jazz Pilots.

Urge Support of Forestry Measure

DULUTH, MINN., Oct. 11.—Passage of amendment No. 2 at the general congressional election on Nov. 2 to insure reforestation in Minnesota is being urged by several national organizations. Fred D. Vibert, formerly of Cloquet, who is directing the drive for votes in behalf of the proposed reforestation measure, has received telegrams from Charles Lathrop Pack, of Washington, president of the American Tree Association; George D. Pratt, also of Washington, president of the American Forestry Association, and W. D. Brookings, manager of the natural resources producing department of the Chamber of Commerce of the United States, urging support for the measure.

Hoo-Hoo Activities

Hoo-Hoo Appointments Announced

ST. LOUIS, MO., Oct. 13.—Announcement of the following Hoo-Hoo appointments was made today by Secretary-treasurer Henry R. Isherwood:

Charles J. McGrath, sales manager Jamison Lumber & Shingle Co., Vicegerent Snark of the Kansas City district, to succeed Freeman H. Haley.

Roy R. Myers, Myers-Noth Lumber Co., Vicegerent Snark of the Spokane (Wash.) district, succeeding Arthur Grantham.

Carl E. Locke, A. L. Carter Lumber Co., Vicegerent Snark of the Beaumont district, succeeding Tom D. Brooks.

Concatenations will be held shortly as follows:

Malvern, Ark., Oct. 30, Luther L. Adair, Vicegerent Snark, in charge.

Portland, Me., date not selected, R. E. Cleaves, Vicegerent Snark, in charge.

Lynchburg, Va., late in October, Robert S. Burrus, Vicegerent Snark, in charge.

Canton, Ohio, Oct. 29, O. H. Bachtel in charge.

Beaumont Hoo-Hoo Surprised

BEAUMONT, TEX., Oct. 11.—Thirty members of the Beaumont Hoo-Hoo Club enjoyed a delightful surprise at their regular monthly banquet, held at St. Mark's parish house Saturday night, Sept. 9. The newly elected president, A. J. Kaulbach, called the gathering to order promptly at 7 o'clock and then Leo Ryder and W. A. Nichols, the entertainment committee, told the assembled Hoo-Hoo they could possess their souls in patience until 7:15, when the evening's entertainment would start. At 7:15 thirty ladies, wives, daughters or other relatives of club members, filed into the reception room and then all took their seats at the banquet table.

President Andrew Kaulbach was so enthused over the delightful surprise that he stated the ladies would be invited more often and that "any man entertaining his own wife" would be fined \$5. There was music both before and after the "eats." Ben Woodhead talked on the need of closer coöperation, and Carl Locke, who, with Tom Hunter, represented local Hoo-Hoo at the recent Annual at Kansas City, gave

a report of the activities on that occasion.

President Kaulbach announced that Nov. 13 had been selected as Lumbermen's Day at the South Texas State Fair and that Vicegerent Snark T. D. Brooks intended pulling off a real old-fashioned concatenation on that occasion.

Seattle Hoo-Hoo Luncheon

SEATTLE, WASH., Oct. 9.—At Thursday's luncheon of the Hoo-Hoo Club of Seattle, the guest of honor was Matthew W. Hill, secretary Alumni Association of the University of Washington, who reviewed the remarkable development and present prospects of that institution. Harry A. Kirwin, who has been connected with the lumber business in South America, entertained the club with musical selections. Rollin Oliver, of the Mercantile Lumber Co., was introduced as a new member of the Hoo-Hoo Club. President Roland C. Williams, who occupied the chair, announced that the directors would meet next week to consider matters of importance.

Snark Plans Speaking Campaign

MINNEAPOLIS, MINN., Oct. 12.—Arthur A. Hood, the new Snark of the Universe, Concatenated Order of Hoo-Hoo, today announced plans for an extended tour of the country during the lumber convention season. His program for the order's work during the year is to carry on a campaign to promote utilization of wood products, and to coördinate the activities of lumbermen in various lines to bring about that end. He will talk it at all the conventions.

Mr. Hood was honored at the first luncheon meeting of the Twin Cities Hoo-Hoo Club following the Kansas City meeting. The program of the meeting, Oct. 7, was devoted to hearing reports from the Kansas City gathering. The handsome Hoo-Hoo clubs efficiency cup, awarded to the local club at Kansas City, was appropriately displayed. There were 83 members present.

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¼ x ½ Half Round, Etc.

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The TRAILER-TRUCK Co.
NASHOTAH, WISCONSIN

Northern Woods

Rust-Owen Lumber Co.
DRUMMOND, WIS.

Manufacturers of Wisconsin
**WHITE PINE
Hemlock and
Hardwoods**

White Pine Pattern, Flask and Shop Lumber our specialty

Lumber "EXTRA STANDARD"
Dressed

Hemlock—Complete Stock

4/4 Birch No. 1 C. & B. 350,000'	4/4 Basswood No. 2 Com. 8,000'
4/4 Birch No. 2 Com. 175,000'	4/4 Soft Elm No. 2 C. & B. 100,000'
4/4 Maple Sel. & FAS. 15,000'	8/4 Soft Elm No. 2 C. & B. 30,000'
4/4 Maple No. 3 Com. 150,000'	8/4 No. 2 Com Hard Maple. 15,000'
4/4 Basswood No. 1 C. & B. 30,000'	13/16x2 ½" Fac. Ma. Floor. 40,000'

Hemlock Lath 4' and 32"

Write for description and prices.

Hales Timber Co., Inc.
FIFIELD, WISCONSIN

JACKSON & TINDLE, Inc.

MANUFACTURERS

Mills at Pellston and Munising, Mich., and Jacksonboro, Ont.

Maple, Elm, Birch, Beech
Basswood, Hemlock, Pine
Spruce, Cedar Shingles

Main Office, BUFFALO, N. Y.

Sales Office: 605 Murray Bldg., Grand Rapids, Mich.
Kindly address all inquiries care Dept. 7

Remember

Mershon, Eddy, Parker Company

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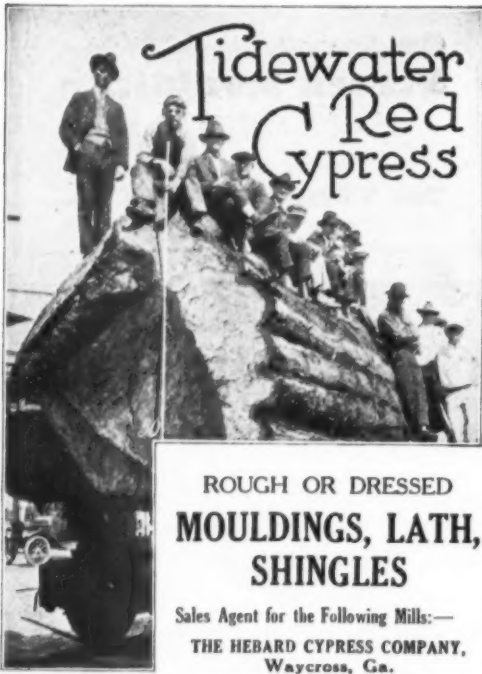
Specialize in Mixed Cars of WHITE PINE and BASSWOOD Lumber, Siding, Ceiling, Flooring, Sash, Doors, Blinds, Window Frames, Mouldings and Box Shooks from SAGINAW.

Western White Pine and Idaho White Pine for direct shipment from Idaho.

VON PLATEN-FOX COMPANY
Iron Mountain, Michigan

Manufacturers of 17 different species
of Northern Hardwoods

MAKE your timber investments pay maximum returns. "Principles of Handling Woodlands" by Henry Solon Graves tells how. \$2.50, postpaid. American Lumberman, 431 So. Dearborn St., Chicago, Ill.



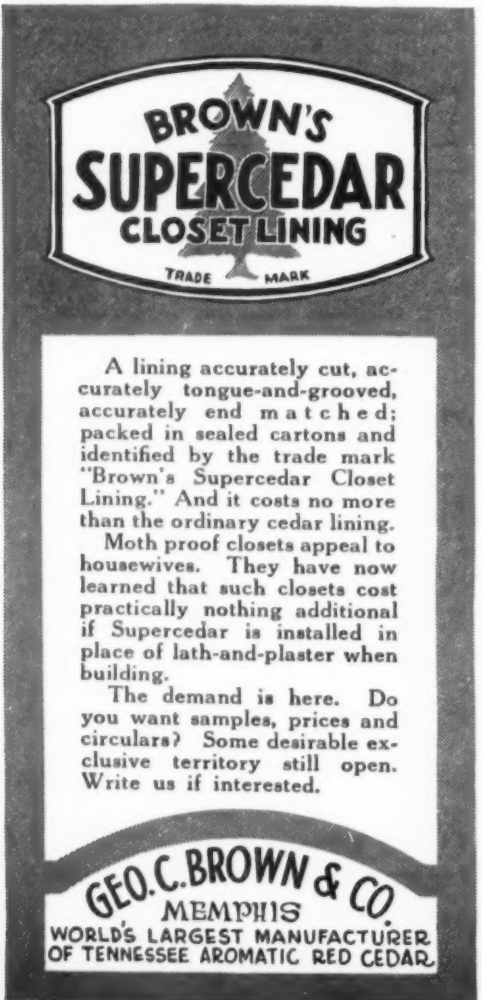
Tidewater Red Cypress

ROUGH OR DRESSED MOULDINGS, LATH, SHINGLES

Sales Agent for the Following Mills:—
THE HEBARD CYPRESS COMPANY, Waycross, Ga.
BIG SALKEHATCHIE CYPRESS CO. Varnville, S. C.

- BLACK RIVER CYPRESS CO.** Gabie, S. C.
- BURTON - SWARTZ CYPRESS CO. OF FLORIDA** Perry, Fla.
- SAVANNAH RIVER LUMBER COMPANY,** Vale Royal Mill, Savannah, Ga. Gilman Mill, Gilmanis, S. C.
- LYON PINE COMPANY,** Odessa, Fla.
- PINEORA MANUFACTURING COMPANY,** Pineora, Ga.
- Also agents for **DIBERT, STARK & BROWN CYPRESS CO.** In territory east of Pittsburgh.

Gulf Red Cypress Co.
 SAVANNAH, GEORGIA



BROWN'S SUPERCEDAR CLOSET LINING

TRADE MARK

A lining accurately cut, accurately tongue-and-grooved, accurately end matched; packed in sealed cartons and identified by the trade mark "Brown's Supercedar Closet Lining." And it costs no more than the ordinary cedar lining.

Moth proof closets appeal to housewives. They have now learned that such closets cost practically nothing additional if Supercedar is installed in place of lath-and-plaster when building.

The demand is here. Do you want samples, prices and circulars? Some desirable exclusive territory still open. Write us if interested.

GEO. C. BROWN & CO.
 MEMPHIS
 WORLD'S LARGEST MANUFACTURER OF TENNESSEE AROMATIC RED CEDAR.

OUTINGS

St. Louisans Golf Tournament

ST. LOUIS, Mo., Oct. 11.—John M. Simpson, of Paris, Ill., shooting a 77 and 78 each for 18 holes, a total of 36, won the Reichman-Crosby trophy for the lowest gross score at the tenth annual golf tournament of the St. Louis Lumbermen's Golf Association at North Hills Country Club last



G. R. GLOOR,
 St. Louis, Mo.;
 Elected President

Friday. More than fifty golfers took part in the tournament, and they with more than fifty others attended the dinner and election of officers which followed in the evening.

Grant R. Gloor, of the Gloor-Ortman Lumber Co., was elected president; E. J. Hibbs, vice president, and G. P. Shean, secretary and treasurer. E. E. Eversull acted as toastmaster at the banquet and short talks were made by Mr. Simpson, F. T. Dooley, of Memphis, W. P. Anderson, B. F. Edwards, president of the National City Bank, and S. H. Disston of Philadelphia.

The winners of the various events follow:

Reichman-Crosby trophy, John M. Simpson, Paris, Ill.; president's cup, E. E. Grubb; National City Bank trophy, P. J. Lawrence; Celotex trophy, Charles R. Manassa; E. C. Atkins & Co. trophy, S. W. Morten; Henry Disston & Sons trophy, W. J. Foye, Omaha; Simonds Saw & Steel Co. trophy, M. Dettman; First National Bank trophy, G. P. Shean; Arcade Building trophy, Hal C. Ball; Lumber Manufacturer & Dealer trophy, J. W. McLean, Chicago; Crtainteed Products trophy, E. J. Hibbs; Old American Roofing trophy, L. E. Cornelius; Pittsburgh Plate Glass Co. trophy, J. L. Benas; Greenfield Bros. trophy, C. H. Gruner; special event, W. W. Milne; Lumbermen's Golf Association guest trophy, Bud Phelan.

Knot Golfers Close Season

NEW YORK, Oct. 11.—The October tournament of the Knot Golfers Association, closing the organization's most successful season, was held last Thursday on the greens of the Rye Country Club, Rye, N. Y. A number of the members were accompanied by their wives and several of the players were attending their first Knot tournament. R. C. Marvin, with a net score of 67, was low man and B. Shuit and A. Carpenter tied at 75 as the second lowest. Prize winners for the season will be announced shortly and plans made for the annual meeting.

Conditions in Western Pennsylvania

PITTSBURGH, Pa., Oct. 12.—Officials of the Retail Lumber Dealers' Association of Pennsylvania reported to the board of directors at their monthly meeting last week, the first since the summer suspension, that the business of the members of the association for 1926 will show not less than 80 percent of the volume of the best business year in the history of the association. Secretary William B. Stayer, Assistant Secretary R. F. McCrea, and General Counsel Carl Van der Voort reported to the directors that they had visited practically all the territory of the association in the last few months, and this report represented their combined judgment of the business situation.

"There is one happy condition that we are able to report," said these officials, "namely, a reduction in overhead and the inauguration of better merchandising conditions." They found

a considerable variation in business conditions. In one district, the dealers would report themselves so busy that they had to put on additional help in excess of their largest organization in the past, while perhaps over the mountains less than fifty miles distant from that point the dealers would report poor business. Their report on the volume of business meant the average for the entire territory of the association.

The directors reported on business conditions in their respective districts as follows:

No. 1—Building in general seems to have slackened to some extent in the last three months. This has not been as good a year as was expected, owing to weather conditions rather than a lack of intended building. As a whole, I think the amount of sales to this date will equal the 1925 sales for the corresponding period. The prospects seem fair for the remainder of the year, with practically all mechanics working in the district that my territory covers. The labor situation is about the same as it has been for some time. The mines are starting operation in a small way over the territory. Nearly all the factories, as far as I can learn, are running steady.

No. 2—Volume of business not up to last year. Some little improvement lately. Weather interfering and outlook for near future is not encouraging.

No. 3—Our territory is now entering a slow period, with no indication of recovery during the remainder of this year. Some work is being figured in the southern part of our district.

No. 4—Lumber sales will probably be 25 percent less than they were in 1925—about the same volume sold, but prices not what they should be. Prospects for fall and winter business are fair.

No. 5—Business is about 65 percent of last year, and there are no prospects of improvement.

No. 6—Owing to the coal industry being at a standstill, we are having the poorest year in the recollection of the dealers, and nothing is in sight for the rest of the year.

No. 7—Weather conditions retarded fall work and delayed prospects for improvements contemplated. There is not much work being estimated. Business for the year is below that of last year. The coal business is now looking up and may stimulate some buying.

No. 8—The volume of business is about 10 percent less than last year. The industrial trade is better and the outlook in this line good.

A Rising Young Eastern Lumberman

NEW YORK, Oct. 11.—Robert Ryland Sizer is one of the younger group of New York lumbermen. He became president of Robert R. Sizer & Co., on the death of his father some months ago. The present head of the firm was born in New York and attended the Pomfret School in



ROBERT R. SIZER,
 New York City;
 President Robert R. Sizer & Co.

Pomfret, Conn. In 1917 he enlisted in Squadron A and saw service on the Mexican border with the rank of first lieutenant. His first business experience was with a firm specializing in railroad bonds, but he soon entered the lumber business, in which his father had been eminently successful. Young Mr. Sizer is a trustee of the New York Lumber Trade Association, a director of the Nyta Club and a member of the New York Chamber of Commerce.

THE SIZE OF SPRUCE TREES growing in the Siletz timber belt of Oregon may be inferred from the fact that in the Manary Logging Co. operations recently a high climber topped a spar tree 214 feet above ground, and it was 34 inches in diameter at that height. The section topped off was 125 feet long, making the total height of the tree 339 feet.

THE LUMBERMAN POET

From the Ground

In all the buildings men have built
 Since men began to dream,
 Their gaudy palaces of gilt
 Or shanties by a stream,
 One way has always been the wise,
 The wisest ever found—
 We lift our structures to the skies
 By building from the ground.

For men must learn to lay the sill
 Before they rear the wall,
 Build tow'rs and turrets if they will,
 But that comes first of all.
 A man may build a castle grand
 With many flags around,
 And yet the structure that will stand
 Was builded from the ground.

And building your career, my son,
 Whatever craft is yours,
 There is one kind, and only one,
 Of building that endures.
 It is not built on idleness
 And words of empty sound;
 My boy, the only true success
 Is builded from the ground.

At school, at home, a hundred ways,
 Remember that, and see
 You're building for your future days,
 For years that are to be.
 For all the fame that men have won,
 Success that they have found,
 Depended on how well, my son,
 They builded from the ground.

Between Trains

FAYETTEVILLE, W. VA.—A traveling salesman, also between training in Fayetteville, sat with his feet on the railing at the Altamont Hotel when we arrived. Having disposed of our luggage, we joined him in that delightful lack of occupation.

"I been comin' here a good many years," he said, "and I've got some good customers here, but, by gosh, I can't see why people live in this town, or how they live in it. I wouldn't say that they lived by their wits, because I can't see that they got any."

That didn't sound very promising, but a little later in the day we met the members of the Rotary Club, the lumbermen, the banker, the dentist, etc. The lumbermen took us by both hands, the banker offered to cash our check (and greater love hath no banker than this) and the dentist, Dr. Seay, treated a sore tooth and made it behave with some sort of stuff out of a bottle, and, when we tried to pay him, pushed us out of the office.

"You'll never get rich that way," we said to the young dentist.

"I don't want to get rich—that way," said Dr. Seay, with a world of significance in his smile, indicating that he found more fun in making a tooth easy for a stranger (for he didn't know who we were, and probably wouldn't have known if we had told him) than he did in increasing his bank account. (And we hope that Banker Abbott will think no less of him on that account, or his account.)

The lumbermen were N. M. Coleman, of Victor, W. Va., and J. W. Lambert, of Mt. Hope, W. Va., who had come down from the mountains to make us feel as much at home as possible.

Or perhaps it was up, for Fayetteville is nine hundred feet above the river, and nearly two thousand feet above the sea. It is not in the mountains, but on them. You have to descend that nine hundred feet to reach the C. & O., which here runs east on the south side of the river and west on the north, which sounds complicated, but is simple when you understand it. Eastward bound you get off at South Fayette and taxi to the top, westward bound you descend to Fayette, another station on the same railroad and on the same river but on the other side.

Banker Abbott saw to it that we were driven down to Fayette at the proper time and there we fell into conversation with a railroad construction man who was going our way. We got to talking about prohibition, as people are inclined to do in these days. He said that his men were against it, most of them; he also said that most of his men had victrolas in their homes, or radios, many of them money in the bank, and lots of them children in school, and shoes on the feet of the children, and that it didn't use to be that way. Whether he thought jazz in the home was any better than booze he did not say, but he did go on to say that in the old days when he had a construction job that required five hundred men he hired seven hundred, as he could figure on two hundred of them being incapacitated; but that now when he needs five hundred he hires five hundred.

There is no question that, in discussing prohibition, the observations and opinions of the man in the street are worth listening to; but of even greater significance, perhaps, is the opinion of the man in the woods and on the section.

But to revert to our salesman friend, if we may call him either one: his remarks not only proved unjust but indelicate. This community was contributing to his prosperity, these merchants were, in a commercial sense at least, his friends. We have never had much sympathy for the salesman who talked about "tank towns" or who told us apologetically that he made some town as a personal favor to the sales manager. If a town is good enough to get business in, it is a good enough town for any man. In our Chautauqua days we recall that the management issued a suggestion that amounted to a command that "talent" (a trade term in Chautauqua, and a terrible one, by the way) were not to make disparaging remarks about the towns they visited, especially since they were likely to be overheard by the citizens, who probably thought as well of their town as the "talent" (God save the mark!) thought of theirs. You wouldn't think that would be necessary, since these Chautauqua towns were the "talent's" bread and butter. And you wouldn't think that it would be necessary in the case of a salesman, but it apparently sometimes is. Some of the finest folks in the world live in these small towns; indeed, after a week or two in New York or Chicago, we are inclined to think that all the finest folks do. Most of our presidents came from small towns; and our most successful presidents were those who kept the small town folks in mind.

Courtesy

I like to get letters, if only an ad
 For something I never shall need,
 Yes, socks or insurance, I always am glad
 Each word of a letter to read.
 But there is one fellow I'm sorry to see,
 Whose business I'd rather decline,
 The fellow who answers a letter from me
 And writes on the bottom of mine.

For paper is cheap, not expensive at all,
 I'd find some by hook or by crook;
 A strip of the paper I'd tear from the wall,
 I'd tear out a page from a book.
 I think I would write on a ten-dollar note
 Or any old thing that there is
 Before I'd reply to some fellow who wrote
 And write on the bottom of his.

It's a habit that says, "We your favor received,
 It's a matter important to us,
 But we're sending it back; we are thereby relieved
 Of the filing and similar fuss.
 That's the way we do business. We care little about
 Politeness, or friends it secures.
 We're too lazy to pull our own letterhead out,
 So we wrote on the bottom of yours."

Extra Profits for the Right Dealers

We make a specialty of shipping mixed cars of flooring and trim (see our list below). We have found that many dealers who feel that a carload is more than they should buy at one time can with very little trouble (and an extra profit) job a part of the car to dealers near them.

Now where we are not already well represented we can make a fairly attractive proposition to the right dealers. If we are not already represented in your territory and you are a good responsible dealer we shall be glad to hear from you.

Our products are strictly quality stock, made from famous West Virginia Hardwoods.

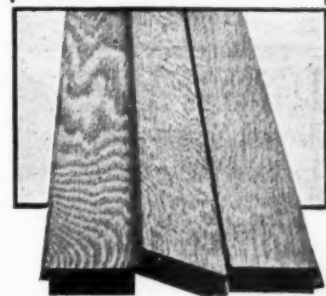
FLOORING—

White Oak
 Red Oak
 Maple
 Birch
 Beech

INTERIOR TRIM—

Oak
 Chestnut
 Maple
 Poplar
 Basswood

Also all West Va. Hardwoods
 —air dried or kiln dried.



**THE MEADOW RIVER
 LUMBER CO.**
 RAINELLE, WEST VA.

Don't Carry Stock Over the Winter



Let us send you just what you need this fall by local lot freight. No use having your money tied up in stock for which you will have no call during winter months.

We can give you very quick service on anything used in building construction. We're making a specialty of handling local lot shipments. Twenty-seven railroads and several interurban lines handling local freight out of St. Louis.

Write or wire us for quick service.

Julius Seidel
LUMBER CO.
St. Louis, Mo.

Reliable for 40 Years

Long and Short Leaf	Flooring Ceiling Siding Roofers
Air Dried or Kiln Dried	Dimension Boards [Rough Dressed]

Shipments within 24 hours.

Gordy Lumber Co.
VALDOSTA, GA.

All Sales Subject to S. P. A. Rules & Inspection

Yellow Pine Timbers, Lumber Lath and Shingles



For our high grade dressed stock — "Ask the Wholesaler"

The Alger-Sullivan Lumber Co.
CENTURY, FLORIDA

Gummer Cypress Co.

Mills: Jacksonville and Sumner, Fla.

Cypress LUMBER
Rough and Dressed
Shingles and Lath

Sales Office, 300 Madison Ave., New York City

NOTES FROM WASHINGTON

Building Construction Analysis

An analysis of building construction activities throughout the United States for the first six months of this year made by the bureau of labor statistics, Department of Labor, shows that 54.1 percent was of residential buildings, while permits issued for building one-family residences were 42.3 percent of the whole. The analysis is based upon building permits issued by the authorities of 78 cities of 100,000 and upward. Permits issued for one-family dwellings in these communities for the first half of this year totaled 78,483. The next most numerous kind of buildings for which permits were issued were private garages, which numbered 65,769. The greatest estimated expenditure for any one class of buildings was for one-family dwellings, their cost aggregating 25.4 percent of the total cost of all buildings covered by the permits. Multi-family dwellings were a close second at 24.9 percent.

Increase in Postal Receipts

Postal receipts at 50 selected cities throughout the country for September showed an increase of \$1,424,984.80, or 4.99 percent, over those for September, 1925. The total receipts for the 50 cities in September this year were \$29,976,470.58, against \$28,551,485.78 a year ago.

Postal receipts at 50 industrial cities for September showed an increase of \$166,858.98, or 5.56 percent, over those for the same month of 1925. Total receipts at the 50 industrial cities last month were \$3,168,617.77, as against \$3,001,758.79 a year ago.

Fifth Edition of Forestry Primer

The Forestry Primer, published by the American Tree Association to mark 1926, the semi-centennial of the first step in forestry by the United States Government, has just gone into its fifth printing of 100,000 copies, making a total of 500,000 copies being distributed free to schools, libraries, colleges and forestry committees of women's clubs and commercial organizations. Anyone is welcome to a copy on request.

Visitors to National Parks

The number of visitors to the national parks and national monuments during the travel year ending Sept. 30 aggregated 2,287,828. These figures, which are not quite complete, show an increase of 233,266 visitors over last year. They also show an increase of 36 percent over 1924, in which year the travel figures aggregated only 1,670,908.

Saw Manufacture Declined in 1925

The Department of Commerce announces that, according to data collected at the biennial census of figures, 1925, establishments engaged primarily in the manufacture of saws reported products valued at \$26,781,205, a decrease of 13 percent as compared with \$30,786,858 in 1923, the last preceding census year.

Wood Utilization Committee's Plans

The sub-committee on construction of the National committee on Wood Utilization, having approved an exhaustive report on uses for short lengths in building construction, will next tackle the promotion of the application of American Lumber Standard structural grading rules.

As an important supplement to the short lengths studies, the project of end-matched lumber, its manufacture and use, will be undertaken immediately. The subcommittee that will handle this study is now being organized and it is expected that a report will be ready for

approval by the full construction subcommittee within a few weeks. The study will cover only softwoods, since end matching has been successfully practiced for years in the hardwood field.

Seasoning and Handling of Lumber

The national committee has about completed the organization of the four subcommittees of the subcommittee on seasoning and handling of lumber authorized at the meeting held in Chicago June 4. Gathering of data for these four subcommittees is now under way, and consideration is being given to the suggestion that an expert be engaged, whose headquarters would be in Washington, to assist in the preparation of this material.

A comprehensive bulletin on wood distillation, with particular reference to softwoods, is nearing completion. It covers the best known methods in use in this country and abroad. So far as known, this bulletin will be the only available complete treatise of its kind in English. It should be finished by the end of November. W. L. Saunders, of the Cummer-Diggins Co., Cadillac, Mich., is chairman of the subcommittee in charge of this work.

Seeks Data on Non-utilized Material

The national committee, in order to enable pulp and paper interests and manufacturers of other specialties to locate a source of raw material, has made plans for a survey of the country by States, in cooperation with officers of private organizations. Questionnaires have been completed, and it has been decided to start with Virginia. The assistance of Gov. Byrd has been requested. When contacts have been established, copies of the questionnaire will be sent to about two thousand lumber mills and wood-working plants where non-utilized raw material is likely to be available. The idea is to locate all non-utilized raw material and bring it to the attention of pulp and paper and other interested manufacturers.

Study of Small Dimension Stock

It is announced by the National Committee that a considerable amount of preparatory work has been accomplished in the study of small dimension stock. The problem includes a study of the best known methods of producing and seasoning small dimension stock. It also involves educational work among the consuming industries in order to arouse interest in the economy which may be effected by using this class of raw material. Likewise, the national committee is aiding in the organization of an association of small dimension stock producers. Without such an organization it is felt that standard practice, grading rules and specifications can be obtained only with difficulty. W. A. Babbitt, general secretary of the National Association of Wood Turners, South Bend, Ind., is chairman.

Veneer and Plywood Standards

The problem involved in veneer and plywood is much the same as that of the small dimension stock producers. The national committee has rendered assistance in bringing the consuming groups together, and negotiations are now being carried on with several veneer and plywood consuming groups with a view to standardizing sizes and qualities required. The division of simplified practice, Department of Commerce, is cooperating in this work. E. V. Knight, president New Albany Veneering Co., New Albany, Ind., is the chairman.

Investigation of Packing Practice

For several months the committee has been carrying on an investigation of improved foreign designs of boxes and crates and packing practice. Foreign representatives of the Department of Commerce are cooperating. Likewise consideration has been given to a plan for exhibiting properly constructed boxes and crates in the principal industrial centers of the country. Offers of free space for such a circulating exhibit have been received. Don L. Quinn of

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Chicago, is chairman of the subcommittee studying this matter.

Satin Moth Quarantine

The Federal Horticultural Board will hold a public hearing Oct. 28 to consider the advisability of quarantining Connecticut on account of the satin moth.

States, has been known to exist for some time in portions of Maine, New Hampshire, Massachusetts, Rhode Island and Washington.



LUMBER TRANSPORTATION

Lumber Cases Assigned for Hearing

WASHINGTON, D. C., Oct. 12.—The Interstate Commerce Commission has assigned for hearing the following lumber cases:

Docket No. 17,851—West Coast Lumbermen's Association vs. Chicago, Milwaukee & St. Paul Railway Co. et al.

No. 18,340—Milne Lumber Co. vs. Michigan Central Railroad Co., Jefferson Hotel, St. Louis, Nov. 5.

No. 18,633—Pine & Cypress Manufacturing Co. vs. Washington & Lincoln Railroad Co. et al.

No. 18,710—Manufacturers' Association of Chicago Heights on behalf of the Standard Lumber Co. of Illinois vs. Chicago Heights Terminal Transfer Railroad Co. et al.

Combination Rule on Lumber

WASHINGTON, D. C., Oct. 11.—In a proposed report in Docket No. 17,224—Wausau Southern Lumber Co. vs. Alabama Great Southern Railroad Co. et al.—Examiner Myron Witters recommends that the Interstate Commerce Commission, notwithstanding its former decisions with respect to the application of the combination rule on lumber, published by Agents Kelly, Morris and Jones in I. C. C., U. S., No. 1, should find that "upon this broader record that the fair and reasonable inter-

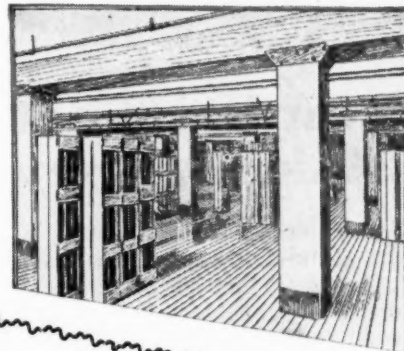
minor instances the situation where, as complainants contend, joint rates on lumber exceeded combination rates treated by the combination rule does not now exist, and has not existed since Nov. 20 and 21, 1925, on which dates there became effective schedules suspended by the commission in Investigation & Suspension Docket No. 2,449, which order of suspension was vacated after an informal conference in Washington.

Road to Open Virgin Tract

MANNING, TEX., Oct. 11.—Construction of an extension of the Shreveport, Houston & Gulf Railroad from Manning to a point in Polk County is underway. The chief purpose of the extension is to penetrate and open to development a large area of virgin timber.

Railway Equipment and Supplies

In the latest issue of Railway Age inquiries and orders for railway cars are reported as follows: INQUIRIES—Pacific Fruit Express, 500 underframes; Missouri Pacific, will soon enter market for freight cars; Missouri-Kansas-Texas, contemplates building 500 freight cars in its own shops;



Durable Floors for Warehouses

Time after time the economy and long wearing qualities of Michigan Hard Maple flooring have been proved to owners of factory buildings and warehouses.

They have laid "Factory" grade Old Reliable Maple flooring and have found that the longer it wears the harder it becomes. The compact fibre of this wood withstands considerable abuse for long periods of time.

We make a grade, width and thickness of Maple, Birch and Beech flooring for every purpose. Try us on your next order.

Mail Coupon Today

so that your name will be put on our mailing list to receive all future stock lists. This does not obligate you in any way. Do it now!

Grand Rapids Trust Company

Receiver for William Horner Perkins Bldg., Grand Rapids, Mich. Plant: Newberry, Mich.

Grand Rapids Trust Co. Receiver for William Horner Perkins Bldg., Grand Rapids, Mich.

Gentlemen:—Please send me your latest stock list of "Old Reliable" Hardwood Flooring.

I would like to receive future lists as they are issued. This will not obligate me in any way.

Name..... Firm..... City..... State.....

YOU CAN'T MAKE—

- A happier home out of a bigger house. A real success without starting someone to knocking you. Your life useful without incurring someone's enmity. The time clock a substitute for your own conscience. Good collateral out of what you are "going to do." The dollar mark the only sign of success. A crooked deal look straight to the Almighty.

pretation of such rule is that it did not apply where joint through rates were in effect via any route in connection with the initial line, and should further find that the preferred routing clause precluded the application of the combination rule to separately established rate factors over lines of carriers parties to the joint through rates, and should further find that the rates assailed were not unlawful and that the shipments in question were not overcharged or misrouted, and the complaints should be dismissed."

Combined in this proceeding were Docket No. 17,298—Wausau Southern Lumber Co. vs. Alabama Great Southern; No. 17,407—American Lumber & Export Co. et al. vs. Alabama & Vicksburg Railway Co. et al.; No. 17,858—Southern Pine Association vs. Alabama & Vicksburg Railway Co. et al., and No. 17,957—Watters-Tonge Lumber Co. et al. vs. Alabama Great Southern. The Edward Hines Lumber Co. and Edward Hines Yellow Pine Co. intervened.

The proceeding dealt chiefly with the matter of tariff interpretation. Complaints covered rates on lumber and other forest products taking lumber rates from points east of the Mississippi River and south of the Ohio and Potomac rivers to destinations east of the Mississippi River, principally in Central territory.

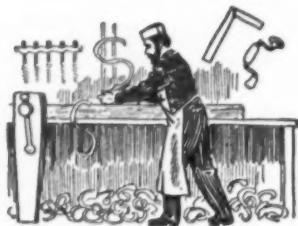
The combination rule has been a matter of dispute over a period of years. In his proposed report Examiner Witters points out that except in

Buffalo, Rochester & Pittsburgh, is reported as asking for bids on repairs to 500 steel coal cars; Louisville & Nashville, 1,000 gondola cars, 250 flat cars and 250 automobile cars, all to be of 50 tons' capacity.

ORDERS—Chicago & North Western, 500 stock car bodies, with Illinois Car & Manufacturing Co.; Great Northern is expected to place orders this week for 500 underframes; Palace Poultry Car Co., 100 poultry cars, with Illinois Car & Manufacturing Co.

Gain in Forest Products' Loadings

WASHINGTON, D. C., Oct. 13.—For the week ended Oct. 2 revenue freight loadings totaled 1,185,524 cars, an increase of 2,584 cars over the preceding week. This was the nineteenth week so far this year that loadings have been in excess of the million-car mark. Carloading figures for the week of Oct. 2 were distributed as follows: Forest products, 71,645 cars, an increase of 1,780 cars over the week of Sept. 25; grain and grain products, 49,599 cars, a decrease of 1,316 cars; livestock, 38,691 cars, a decrease of 1,032 cars; coal, 220,924 cars, an increase of 9,202 cars; coke, 12,451 cars, an increase of 88 cars; ore, 71,639 cars, a decrease of 2,602 cars; merchandise and less than carload lot freight, 277,217 cars, an increase of 1,376 cars; miscellaneous, 443,358 cars, a decrease of 4,912 cars.



Lumber That Makes Money

for dealers and saves it for builders is the kind that works easily under the plane and saw. Dealers and contractors know that such lumber is

Goldsboro N. C. PINE

It possesses characteristics which never fail to impress itself on a customer and you can depend on him coming back when he needs more. Try some of it and see for yourself.

Johnson & Wimsatt
WASHINGTON, D. C.

Service You Want

is the kind our facilities enable us to render at all times. Our mills have a daily capacity of 300,000 feet of

BAND SAWN AND KILN DRIED
N. C. PINE
ROUGH or DRESSED LUMBER

Box Shooks

You'll find our prices right and our quality unexcelled in

Partition, Ceiling, Moulding, Trim, Lath, Dimension.

Inquiries and orders solicited for rail or water shipment.

Surry Lumber Company

Manufacturers Incorporated 1885
9th Floor Union Trust Building, Baltimore, Maryland

Appalachian Operators Reorganize to Improve Methods of Merchandising

(Concluded from page 72)

ing of the proposed constitution, the president announced as the nominating committee of the congress the following: W. M. Pryor, Columbus, Ohio, president, W. M. Ritter Lumber Co.; Bart Hagemeyer, Cincinnati, Ohio, Tennessee Lumber & Coal Co., and C. C. Morse, Helen, Ga., of Morse Bros. Lumber Co.

The president then called upon C. W. Boyd, Tazewell, Va., president, Virginia Hardwood Lumber Co., to explain the proposed change in membership and functions of the new organization.

Mr. Boyd told how, for several years, he had been communicating with operators throughout the territory, both orally and by letter, with a view to securing united effort in promoting improvements in the methods of merchandising Appalachian hardwoods. He said that in his opinion the weakest point is the lack of uniform grading rules for Appalachian hardwoods. He thought a system of grades should be worked out for the region. He said also that he believed the wholesaler was a valuable man in the business and is needed, but that there should be a better understanding between producers and wholesalers in order to devise the best ways to market lumber. As matters now are conducted, he said, lumber is often not sold but is merely dumped. As operators know nothing of supply and demand, they are as likely to expect too high a price as to sell at too low a price. He declared that nothing in his own organization's plan would be permitted to stand in the way of the adoption of methods of marketing that would work for the betterment of the entire industry.

Constitution Amended; Name Changed

Considerable discussion followed in which numerous members and others participated, the consensus being that operators should be organized with a view to bettering their marketing methods.

Finally, after further explanation of the provisions of the constitution by Mr. Stark, the new constitution and bylaws were adopted without dissent.

J. H. Townshend, Memphis, Tenn., executive vice president of Hardwood Manufacturers' Institute, gave further details regarding the form of organization of the Southwestern Hardwood Manufacturers' Club and told of the success of the oak manufacturers in promoting the use of their wood by advertising.

President Butler then called upon F. R. Gadd, of the Hardwood Manufacturers' Institute, who told of the organization of the Southwestern Hardwood Manufacturers' Club and its method of operation as well as benefits accrued as a result. Mr. Gadd said that the Appalachian organization should be supplied with statistics in order that the members might know the actual condition of stocks and orders. Accordingly the Hardwood Manufacturers' Institute had prepared a sample past sales report, a sample stock report, as well as graphs showing a monthly comparison of dry and green stock, unsold stock and dry stock per unit, and their relation, and a weekly comparison of orders and shipments to actual production, with weekly comparison of orders, shipments and production to normal production. These data had been segregated to cover the Appalachian region only, and copies were distributed to the members present with the compliments of the institute.

After further explanation of the charts and emphasis of their value by Mr. Stark, the session adjourned until 2:30 p. m.

WEDNESDAY AFTERNOON

Immediately on opening the afternoon session, President Butler gave the report of the nominating committee as follows:

President—M. W. Stark, Columbus, Ohio, American Column & Lumber Co.

Vice president—Bart Hagemeyer, Cincinnati, Ohio, Tennessee Lumber & Coal Co.

Secretary—S. F. Horn, Nashville, Tenn.

Directors—C. W. Boyd, Tazewell, Va., president Virginia Hardwood Lumber Co.; F. P. Dabolt, Bond, Ky., Bond-Foley Lumber Co.; J. W. Mayhew, Columbus, Ohio, W. M. Ritter Lumber Co.; J. S. Walker, Lansing, Tenn., Emory River Lumber Co.

On motion made and seconded, and vote taken, the foregoing officers and directors were elected without an opposing vote.

President Butler thanked the organization for the confidence and support accorded him during his incumbency in office and then called upon Mr. Stark to assume the duties of the president.

Mr. Stark on taking the chair said that he saw great opportunities for the club but he realized that a great deal of work would be required in order to secure the requisite results. He insisted that members and the executive committee would have to work with him on whatever program the members desired.

Finally, after much discussion, in which many members participated, and during which numerous suggestions were made, it was voted to instruct the executive committee to prepare a program to be presented at the first monthly meeting of the new organization for approval.

Resolutions were then adopted thanking the Appalachian Supply Association for its entertainment, and Mr. Butler for the excellent work he had done for the organization while president.

Blank applications for membership in the new organization were distributed and the convention then adjourned.

ENTERTAINMENT

Members and guests of the Appalachian Logging Association and the Appalachian Supply Association were entertained Tuesday evening at an excellent full course banquet served by the Sinton Hotel.

Following the banquet, the members and guests were entertained at a theater party, which, with the banquet, was provided by the Appalachian Logging Congress and the Appalachian Supply Association in coöperation.

SUPPLY ASSOCIATION'S NEW OFFICERS

CINCINNATI, OHIO, Oct. 13.—At its annual meeting held here today, coincident with the annual meeting of the Appalachian Logging Association, the Appalachian Supply Association, in the membership of which are included manufacturers and distributors of machinery and equipment for woods operation, reelected its full staff of officers as follows:

President—W. M. Mather, of Henry Diston & Sons (Inc.), Philadelphia, Pa.

Vice president—Stanley F. Horn, Nashville, Tenn.

Secretary-treasurer—R. G. Luster, Clyde Iron Works Co., Duluth, Minn.

The association coöperated with the logging association in providing the entertainment, consisting of a banquet and a theater party, for all those in attendance at the logging association annual held here yesterday and today.

THE ATLANTIC side of Panama is practically covered with virgin forests. Some parts of the Pacific slope are also forest clad. The entire country is close to the sea so that transportation to the markets of the United States and South America will be easy and cheap as soon as the building of roads and railroads make it possible to get the timber to seaboard. Much of the area now under forest is not suitable for agriculture.

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BUSINESS CHANGES, INCORPORATIONS, ETC.

Business Changes

CALIFORNIA. Chino—G. A. Blamer & Sons have been succeeded by the Blamer Lumber Co.
Los Angeles—McCleery Lumber Co. succeeded by Nolan Wrecking Co.
Los Angeles—Langton Hardwood Lumber Co. succeeded by Davenport Mfg. Co.
Los Angeles—Fruit Growers Supply Co. discontinues local office and F. B. Hutchins, general manager, is transferred to San Francisco.

FLORIDA. Gunntown—Dowling Bros., operating sawmills near Tampa, Fla., have acquired holdings of Gunn Mfg. Co., including basket factory and timber and will probably move sawmill, it is reported; plans developing large manufacturing plant with investment of about \$1,000,000.

ILLINOIS. Chicago—Wm. Ekenborg Sons succeeded by Wm. Ekenborg Sons Co.
Lawrenceville—Lawrence County Lumber Co. sold to Lawrenceville Lumber Co.

KANSAS. Hutchinson—D. J. Fair Lumber Co. succeeded by Fair-Dettler Lumber Co. (Inc.)

MICHIGAN. Grand Rapids—Wm. Druke & Co. succeeded by Sterling Furniture Co.
Mt. Pleasant—Morrison & Davis succeeded by W. T. Campbell.

MISSISSIPPI. Hattiesburg—Hattiesburg Handle Co. changing name to Hattiesburg Handle & Lumber Co.

MISSOURI. Ianthe—I. Sterling Stewart Lumber Co. succeeded by Logan-Moore Lumber Co.

NEBRASKA. Plattsmouth—John L. Tidball, sr., who has been in the lumber business in Nebraska for more than 50 years, has retired from the Tidball Lumber Co., selling interests to his son, John.

NEW YORK. Brooklyn—Watson Lumber Co. sold to Industrial Lumber Co.

OHIO. Elida—Geo. T. Kocher Lumber Co. changing name to Elida Millwork Co.

Silverton (P. O. Cincinnati)—Backman Building Supplies sold to Deer Park Lumber Co.

OREGON. Chiloquin—Sprague River Lumber Co. changing name to Braymill White Pine Co.

OREGON. Molalla—A. H. McCord has sold his sawmill to M. L. Gard.
Oregon City—W. J. McCreedy has purchased the lumber yard of the Moehnke Lumber Co.

PENNSYLVANIA. Sykesville—Raine & Long Lumber Co. succeeded by C. B. Long.

TEXAS. Hillister—Pope Lumber Co., which has been operating a sawmill about six miles from here, is making preparations to move the plant to Hillister where it will have direct rail connections. New machinery to be installed, dry kilns and planer, etc.

VIRGINIA. Rockymount—J. L. Perdue succeeded by J. L. Perdue & Co.

WASHINGTON. Cosmopolis—Cedar shingle and flitch mill of John Ferrier Cedar Co., which formerly belonged to Grays Harbor Commercial Co., sold to Eureka Cedar Lumber & Shingle Co., of Hoquiam.

Port Angeles—Ninemire Lumber Co. sold sawmill to Peninsula Lumber Co.
Spokane—Lindsay Bros. Co. succeeded by M. L. Bruce Co.

WISCONSIN. Milwaukee—Brown Deer Lumber Co. moving office to Brown Deer, Wis.

New Mills and Equipment

ALABAMA. Riderwood—E. E. Jackson Lumber Co., of which C. W. Nichuss is manager, is rebuilding recently burned dry kilns and cooling sheds.

ARKANSAS. Little Rock—Geo. D. Kelley Lumber Co. plans erection of mill to replace one recently destroyed by fire; loss was \$20,000 with \$13,000 insurance.

CALIFORNIA. Los Angeles—Advance Auto Body Works, 515 Mission Road, making alterations to factory; cost, \$1,000.
Los Angeles—Western Box Co. beginning erection of factory building at 2028 Compton Ave.

Pasadena—Coops & Son, 1172 S. Fair Oaks Ave., will erect a five-story addition to piano factory.

Pasadena—Hammond Lumber Co., 380-310 South Broadway, will build warehouses, an office building and sheds, all to cost \$14,500.

GEORGIA. Cordele—Crisp County Lumber Co., of which W. A. Thompson is president, will rebuild its plant which was recently burned with loss of \$40,000.

Darien—The Altamaha River Lumber Co., of which A. J. Mitchelson is manager, plans installing planing and dressing machinery.

NORTH CAROLINA. Hendersonville—Willson & Wood Lumber Co., erecting \$25,000 plant at Church and Brevard.

High Point—Acme Furniture Co. will erect plant some time during the next year.

SOUTH CAROLINA. Charleston—J. F. Prettyman & Son, Summerville, S. C., will establish creosoting plant.

Incorporations

CALIFORNIA. Berkeley—Hogan-Foss Lumber Co., incorporated.

CONNECTICUT. Farmington—Farmington Woodworking Co., incorporated; capital, \$50,000.

INDIANA. Hammond—Pelican Lake Lumber Co., incorporated; capital, \$1,000; wholesale and retail; Walter G. Sanderson, Charles H. Boyles and Asher J. Boyles.

KANSAS. Topeka—Westline Lumber Co., incorporated; capital, \$50,000.

MINNESOTA. Minneapolis—Lake St. Sash & Door Co., increasing capital to \$500,000.

MISSOURI. Kansas City—Bunker-Clancey Mfg. Co., incorporated; capital, \$50,000; wood products; 1110 Woodland Ave.

St. Louis—Decker Moulding & Mfg. Co., increasing capital from \$3,000 to \$35,000.

St. Louis—Pat Sammon Co., incorporated; 60 shares, no par value; to manufacture wagons and wheelbarrows.

MONTANA. Cut Bank—Pioneer Lumber Co., incorporated; capital, \$50,000.

NEW JERSEY. Hackettstown—Berry-Stout Lumber Co., incorporated; capital, \$100,000.

Newark—Sylvan Hardwood Flooring Co., incorporated.

NEW YORK. New York—Rite Lumber & Moulding Co. increasing capital to \$75,000.

NORTH CAROLINA. Asheville—Graham County Land & Timber Co., incorporated.

OHIO. Toledo—Phoenix Box & Lumber Co., incorporated; capital, \$150,000; to manufacture boxes, millwork and do general retail lumber business.

OREGON. Portland—Jos. B. Knapp Co., incorporated; capital, \$25,000; lumber products.

Portland—United Supply Co., incorporated; capital, \$5,000; building material.

Portland—Warren Logging Co., incorporated; capital, \$40,000.

St. Helens—St. Helens Wood Products Co. increasing capital to \$25,000.

SOUTH DAKOTA. Watertown—Bisnett-Dewey Coal Co., incorporated; capital, \$50,000; retail lumber and coal business.

TEXAS. Gonzales—Gonzales Veneer Co., incorporated.

WASHINGTON. Camas—Pitcock-Leadbetter Co., incorporated; capital, \$10,000; lumber products.

Hoquiam—Washington Door & Mfg. Co. increasing capital from \$10,000 to \$50,000.

White Salmon—Nordby Lumber & Box Co., incorporated; capital, \$25,000; sawmill.

New Ventures

ARKANSAS. Thornton—Arkmo Lumber Co. opening yard at this point; property has been purchased for yard and shed is under construction.

CALIFORNIA. Los Angeles—R. E. Stolls and F. P. Werden have engaged in the building materials business at 11246 Pico Blvd. as Triangle Materials Co.

Los Angeles—Chapman Lumber Co. has opened a retail lumber yard.

Long Beach—A. Porevan has opened retail lumber yard.

Stockton—Pioneer Lumber Co. has started a retail yard.

San Francisco—The Western White Pine Co. has opened office at I Drumm St.

IDAHO. Orofino—Wm. Johnson has started a sawmill.

ILLINOIS. Chicago—R. G. Keizer has started a wholesale and commission lumber business.

MAINE. Bangor—Maine-Maritime Lumber Co. has begun a hardwood manufacturing business.

PENNSYLVANIA. Oley—W. S. Rohrback has started a wholesale lumber business.

Temple—Northeastern Lumber Co. has begun a retail business.

SOUTH CAROLINA. Ellenton—Leigh Banana Case Co. has started a veneer plant.

TENNESSEE. Rutledge—Cinchdale Lumber Co. organized.

TEXAS. Memphis—R. H. Hayes Lumber Co. opening new yard; new sheds and offices being erected.

Newton—Thornton & De Ramus opening commission lumber business.

Stephenville—Clay Lumber Co. has started a retail lumber business.

VIRGINIA. Shawsville—White Lumber Co. starting wholesale business.

WASHINGTON. Okanogan—Chas. A. Brown has started a sawmill.

WISCONSIN. Racine—The Racine Sash & Door Co., a subsidiary of the Oshkosh Millwork Co. has opened in the plant formerly belonging to the Racine Mfg. Co., auto body manufacturer.

New Sheds and Yard Improvements

NEBRASKA. Dodge—Crowell Lumber & Grain Co. erecting addition to lumber sheds to be used as storehouse for wire fencing, gates, etc.

OKLAHOMA. Ripley—Spurrer Lumber Co. erecting office building at its yard. Thompson Parker Lumber Co. also erecting office.

TEXAS. Cuero—Cuero Lumber Co. has completed erection of one new shed, is now erecting another and will begin a new office as soon as shed is completed.

Three Rivers—D. R. Owens & Sons Lumber Co. erecting 100-ft. addition to sheds.

Tulia—Wilson Lumber Yard erecting sheds, 100x120 ft.

Val Verde—Taylor Lumber Co. has purchased 8-acre tract at Val Verde and will install modern lumber yard. Headquarters, Houston.

Casualties

ILLINOIS. Chicago—Rietz Lumber Co. and Roddis Lumber & Veneer Co., loss by fire between \$90,000 and \$100,000.

MASSACHUSETTS. Westfield—Mercoullier Bros., loss by fire, \$5,000.

MISSISSIPPI. Columbia—Planing mill of George Westerfield destroyed by fire; will be rebuilt.

Fouke—Sawmill of Fouke Lumber Co. destroyed by fire; planing mill and kilns saved; loss heavy; mill will be rebuilt.

OREGON. Burns—Sawmill of Phil Smith destroyed by fire; no insurance.

TEXAS. Orange—Sawmill of Ellis & Blanchard damaged by fire; two kilns and contents destroyed.

WASHINGTON. Tacoma—North End Lumber Co., loss by fire in mill, \$4,000.

WISCONSIN. Milwaukee—Marsh Wood Products Co., loss by fire.

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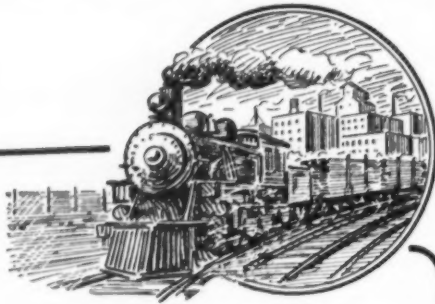
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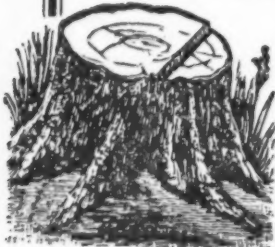
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News Notes from America

TACOMA, WASH.

Oct. 9.—The possibilities of utilizing lumber mills' waste for the manufacture of charcoal and the distillation of acetic acid, synthetic alcohol, wood tar and turpentine were discussed at the regular meeting of the Tacoma Lumbermen's Club last Wednesday. William K. Ljungdahl, Department of Commerce expert on wood distillation, was a guest at the meeting and answered the questions of the manufacturers on the possibilities of West Coast woods in these lines. Mr. Ljungdahl said that the Northwest consumes 875 tons of charcoal a month, of which 80 percent is shipped from the East. With a sufficient output, he declared, charcoal would become the byproduct of the distillation process with other products taking the lead in value. The expert said that a plant with a daily capacity of 10 cords of wood can be constructed for \$10,000, and that fir, spruce and cedar can all be used. E. L. Hiberly, chairman of the Tacoma Fire Prevention Committee, made a brief talk on the campaign being carried on here this week.

Cargo shipment of lumber during the present week: From the Milwaukee, Baker and Shaffer docks and Portacoma piers, 4,220,000 feet; St. Paul & Tacoma Lumber Co., 1,100,000 feet; Puget Sound Lumber Co., 900,000 feet; Tidewater Mill Co., 800,000 feet; Dickman Lumber Co., 1,100,000 feet; and Wheeler, Osgood Co., 600,000 feet—a total of 8,720,000 feet. Destinations: Atlantic coast, 2,770,000 feet; California, 1,825,000 feet; Europe, 1,500,000 feet; South America, east coast, 500,000 feet; South America, west coast, 600,000 feet; Japan and China, 120,000 feet; Hawaiian Islands, 650,000 feet, and South Africa, 750,000 feet. Other than lumber: Atlantic coast took 4,000,000 shingles, 5,870 doors, and 543 bundles broom handles. California took 2,000 doors. Europe took 225,000 feet airplane spruce, and 35,000 doors. South America, east coast, took 300 doors. Japan took 100,000 feet logs and 600 tons box shook. The Hawaiian Islands took 350 tons box shook and 300 doors.

Announcement was made this week by the local representatives of the McCormick Steamship Co. that the firm has leased the Balfour and Eureka docks from the Northern Pacific railway and plans the construction of a modern lumber storage terminal and shipping dock. Plans include the concentration at the new terminal of five steamer lines, whose vessels have been calling irregularly at other local docks. A heavy increase in lumber shipments from Tacoma is anticipated as the result, and the company is understood to be planning additional shipping service.

Ralph H. Shaffer, president Shaffer Box Co., has been appointed chairman of the Tacoma Community Chest campaign committee. Everett G. Griggs, last year's chairman, was forced to decline the post because of business engagements. The annual campaign will take place in November.

Everett G. Griggs, vice president Tacoma Chamber of Commerce, will be one of three delegates to represent Tacoma at divisional meeting of the United States Chamber of Commerce to be held Dec. 6 and 7 at Colorado Springs. Maj. Griggs is a director of the national organization.

The contract for the construction of the new factory for the Osgood Panel & Veneer Co. was awarded this week to S. Christian Erickson, Tacoma contractor. The buildings will cost \$62,000.

James Buchanan, president Puget Sound Lumber Co., is associated with Turvey Bros., of Tenino, Gus Carlson and A. B. Callow, of Hoquiam, in the organization of the new Pe Ell Lumber Co., which recently acquired the holdings of the Yeomans Lumber Co., at Pe Ell, in a deal involving more than \$150,000.

The recent meeting at Kansas City between representatives of the Pacific coast lumber interests and eastern capitalists, at which plans for the organization of a corporation to purchase many Northwest lumber mills were discussed, was extremely satisfactory, according to Maj. Everett G. Griggs, one of the western delegates, who returned here Wednesday from Kansas City. Maj. Griggs said that no definite decision on many points had been reached, and that much remains to be done before the plans can be worked out, but that the initial meeting was interesting and the outlook is favorable.

The unexpected death Wednesday of J. J. Herlihy, assistant sales manager St. Paul & Tacoma Lumber Co., has grieved his many friends among Tacoma lumbermen. Mr. Herlihy's funeral was held today and all the pallbearers were men asso-

ciated with him in the lumber industry. The list included Charles L. Pierce, W. C. Deering, John Nerbonne, S. S. Waterman, Ray Warner and A. H. Landram.

SAN FRANCISCO, CALIF.

Oct. 9.—The carpenter's strike has virtually ceased in San Francisco, as far as violence is concerned. The American Plan is in operation on practically 100 percent of the larger construction jobs, and all the home building activities of the city and surrounding suburbs. Permits issued during the first week in October are indicative that the fall season will be one of the best in several years. Retail dealers are highly optimistic, and improvement is being felt throughout central California.

W. B. Laughead, advertising manager Red River Lumber Co., Westwood, Calif., is spending his vacation in San Francisco visiting friends in the lumber industry. He will return to the operations about Oct. 15.

C. W. Betts, of the Betts Lumber Co., Buffalo, N. Y., is a business visitor in San Francisco this week. Mr. Betts is making a general survey of the Pacific coast lumber manufacturing districts.

Ed Nickolson, of the Pacific Sash & Door Co., of Los Angeles, accompanied by Percy Dixon, also of Los Angeles, was in the city last week on business. Conditions at Los Angeles, according to Mr. Nickolson, are improving. The southern Californians are expecting an influx of homeseekers.

H. B. Hewes, nationally prominent through his work with the National Lumber Manufacturers' Association, is recovering from a short illness at the Canterbury Hotel here. Mr. Hewes expects to be able to resume his journey to Louisiana within a few days.

Langford W. Smith, sales manager Red River Lumber Co., Westwood, Calif., has been spending the week in San Francisco. Willis J. Walker, vice president, has just left the city for a three weeks' trip to the mills.

EVERETT, WASH.

Oct. 9.—An unusual lumber carrier, which has been in port this week, is a 4-masted bark, the first vessel flying the Finnish flag to load lumber on the Puget Sound in many years. She is loading 1,700,000 feet here for South Africa, and will go to Tacoma to complete cargo. She is under charter to J. J. Moore & Co. Among lumber carriers this week is one which is loading 1,000,000 feet for Montreal. Another is taking on 1,000,000 feet of lumber for the Atlantic coast.

The Wagner Lumber & Shingle Co., at Monroe, widely known for its diversity of manufacture, has taken on a supply of logs and began operation Oct. 5, after a shutdown dating from early spring.

Stanley L. Eddy, one of the owners of the Ferry-Baker Lumber Co., has become associated with an investment firm of Seattle. Mr. Eddy is well known in lumber circles of the Pacific Northwest.

PORTLAND, ORE.

Oct. 9.—A new departure in the logging industry of the Columbia River district is the buying of hemlock logs for shipment to Japan, where they are cut into lumber. During the last few weeks, 3,000,000 feet of such logs has been sent from camps on the lower Columbia River to Osaka and Yokohama, and it is reported that Japanese buyers are in the market for more. Hemlock logs are of handy size for the Japanese mills. As a result of this new development, hemlock logs are holding firm at \$11, with a good many sales reported at \$12. The yellow and red fir, spruce and cedar log markets, too, are firmer than for some time, with yellow fir at \$12, \$17 and \$22; red fir at \$15@16; spruce at \$13, \$19 and \$25, and red cedar at \$16.

The fir lumber market showed no new developments during the week, but the general feeling among wholesalers seemed more optimistic. No new business to any extent is looked for from Florida as a result of the storm there.

The Columbia River Loggers' Information Bureau did not hold its meeting today because the members wanted to attend the football game at the new stadium here at which the Washington University eleven defeated the team from the University of Oregon. The bureau members were more than ordinarily interested in the game, because the son of C. H. Minnaugh, president of the bureau, was in the scrimmage. The postponed meeting will be held next Saturday instead.

Considerable activity in standing timber is re-

America's Lumber Centers

mored, the largest deal being a transaction in the Nehalem and Tillamook timber belts. The transaction was advanced so far that a check-up cruise is now being made. Tracts held by several different and large owners are reported included. Frank Baker has sold his interest in the Green Mountain Logging Co., operating on the Kerry road, to the Dollar interests, and is planning on entering a new field. John Colwell, who was manager of the operations of the Deer Island Logging Co. until its operations were interrupted by a forest fire, will manage the operations for the Dollar interests. The Deer Island company's plant will not be in position to resume operations until a number of trestles have been rebuilt.

The new paper manufacturing plant of the St. Helens Pulp & Paper Co., at St. Helens, Ore., will be ready to begin operations in January. The mill will specialize in kraft paper, and it is said that arrangements for the sale of the entire output have been made already. Waste from the McCormick sawmills at St. Helens will be used in the manufacture of the paper.

The water at Tillamook Bay has been deepened so much of late as the result of dredging and jetty work that during September the Whitney Co. (Ltd.) shipped, from its mill at Garibaldi, two full steamship cargoes.

LOS ANGELES, CALIF.

Oct. 9.—A general improvement, which embraces practically every angle of the lumber industry in southern California and especially in Los Angeles and environs, is evident, according to E. D. Tennant, executive secretary, Los Angeles Retail Lumber Dealers' Association. The cargoes at the Los Angeles harbor during the week have been several million feet above normal, and this increase is expected to be carried through every other week of the month. The construction program in this area is heavy and practically all lumbermen, both wholesale and retail, are optimistic. Mr. Tennant explained that a large number of cargoes originally scheduled for Los Angeles have been deflected to Florida. Prices with few exceptions are firm and the chances for further price increases are good. As yet the advances have not been passed on to the public.

Two hundred employees of the Bentley Lumber Co., Glendale, were the guests of the management at an annual picnic held at Brookside Park, Pasadena, recently. The usual athletic contests featured the program.

William Hamilton, Los Angeles representative of the Holmes-Eureka Lumber Co., with other company representatives located in various sections of the State, was a recent visitor at the company's San Francisco offices.

C. H. Garner, formerly assistant, has replaced Stephen Gile as manager of the Escondido yard of the Hayward Lumber & Investment Co.

Seven new members were inducted into the San Diego Hoo-Hoo Club at a recent meeting, the ceremonies being held on Silver Strand, Coronado Beach. The kittens were: Wallace A. Walter, Wood & Walter; Jesse O. Bacon, Klicka Lumber Co.; C. E. Coover, Klicka Lumber Co.; Charles R. Shannon, Dixie Lumber Co.; E. R. Jensen, Dixie Lumber Co.; G. H. Gage, Whiting-Mead Lumber Co., and M. W. Herriman, Herriman Lumber Co.

SPOKANE, WASH.

Oct. 9.—Practically no change in the market has occurred this week. Some lumbermen profess to see it a shade stronger. The heavy storms throughout certain sections of the East have had an effect in lessening demand. There has been more rainfall here than for a number of years back, and it has been colder than usual. But this has had no important effect on logging or mill operations.

The North Idaho Forestry Association, the Pend Oreille, Potlatch, and Clearwater Timber Protective Associations held their quarterly meetings last week. Only routine business was transacted. Among the State and Forest Service officials who attended were: L. C. Stockdale, assistant district forester, Missoula, Mont.; R. A. Phillips, supervisor, St. Joe, Idaho; R. H. McHarg, supervisor, Couer d'Alene, Idaho; E. T. Wolf, supervisor, Sandpoint, Idaho; R. N. Cunningham, inspector under Clarke-McNary Act at Missoula, Mont.; R. H. Chapler, forester, Western Forestry & Conservation Association, Portland, Ore.; I. H. Nash, Idaho State land commissioner, and Ben B. Bush, Idaho State forester. A. W. Laird, general manager Potlatch Lumber Co., president of the forestry association, presided. C. L. Billings, Lewiston;

W. D. Humiston, Potlatch, and T. L. Greer, Sandpoint, Idaho, were among the out of town lumbermen present. J. P. McGoldrick, president McGoldrick Lumber Co., called attention to the many absentee lumbermen.

Arthur Weidler, of the Schroeder Lumber Co., Milwaukee, Wis., was in Spokane for a couple of days this week calling on the trade.

W. L. Arvin, secretary-treasurer Keystone Frame & Sash Co., is in the East on a six weeks' business trip which will take him to the Atlantic coast.

George Hoene, Chicago lumberman, was a Spokane visitor this week. W. G. Wheeler, of Rockford, Ill., was in Spokane a few days on his way to the Coast.

J. D. Bronson, banker and lumberman of Stillwater, Minn., and Mrs. Bronson arrived Sunday for a visit of a week or two. Mr. Bronson is vice president of the McGoldrick Lumber Co. Mr. and Mrs. J. P. McGoldrick entertained informally at dinner for them one night this week.

BELLINGHAM, WASH.

Oct. 9.—Cargo business continued light this week, but vessels yet to load will increase next week's movement. One ship will begin lifting 2,500,000 feet this week for the Atlantic coast, and others will call for cargoes for that coast and Hawaii. The Puget Sound Sawmills & Shingle Co. shipped 500,000 feet to California, and small quantities of box shooks were shipped to California by the Morrison Mill Co. and the Bloedel Donovan Lumber Mills.

The Bloedel Donovan Lumber Mills is operating all its mills and camps. In the woods about 1,000 men worked last month. Production established a company record. Its output was: Logs, 26,500,000 feet; lumber, 23,200,000 feet; shingles, 16,000,000 pieces.

Consumption of box wood waste by the San Juan Pulp Manufacturing Co. started here this week. President Ossian Anderson says the company will use about 2,200 cords of spruce and hemlock waste each month, all of it coming from the Morrison Mill Co. and the Bloedel Donovan Lumber Mills. Fuel for the boiler will be composed of sawdust and shavings blown 2,300 feet from the Bloedel Donovan box factory.

The Deming Railway & Timber Co., which has large timber holdings in the Kulshan district, will begin logging before the end of October. Its logs will be shipped to Bellingham. The same interests have for years logged in Snohomish County.

August Klocke, who was manager of the Imperial Fir Lumber Co.'s sawmill at Lynden before it was consumed by fire, has been appointed receiver for the Shadybrook Lumber Co., which is alleged to owe \$2,985.22 to a Lynden banker.

J. A. Loggie, president and general manager Whatcom Falls Mill Co., returned this week from a business trip to Minneapolis and other eastern cities.

SEATTLE, WASH.

Oct. 9.—The employment situation in the Pacific Northwest, as gaged by the logging camps, is better than average. Logging operations continue to run practically at capacity, with visible supplies tending to increase, while the market for fir and hemlock is steady at prices put into effect a few weeks ago. Cedar logs are unstable, there being an accumulation of both lumber and shingle cedar.

Charles H. Paul has resigned as judge of the superior court for King County, effective Oct. 15, and will go to Longview, Wash., to become legal adviser of the Long-Bell Lumber Co. He will succeed C. E. Lombardi, who is going to Kansas City in connection with his duties as counsel for the Long-Bell Lumber Co. Judge Paul is executive secretary of the State judicial council, is one of the leaders in the American Legion, and is widely known among the younger jurists of the Pacific Northwest.

The Hoffus Steel & Equipment Co., here, has in process of fabrication a steel fuel conveyor system for Henry McCleary Timber Co.

Arthur Bevan, manager of the Pacific Coast headquarters of the Red Cedar Shingle Bureau, has returned from San Jose, Calif., where he delivered an address on "Wooden Shingles," at the recent convention of Pacific coast building officials. Mr. Bevan, who attended last year's convention, says the recent meeting was attended by a number of representative lumbermen. In his address he conducted a short discussion on the proper use and place of wood shingles in building construction and building codes. He observed that most of the complaints against wood shingles are

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dried, rough and dressed
timbers in stock ready to
ship.

Order Some Today



STRINGFELLOW LUMBER CO.

TUSCALOOSA, ALA.

Mills at Tuscaloosa and Jericho, Ala.

Thin Ceiling Specialists

HIGH GRADE

3/4" and 1 1/2" CEILING.

1/2" and 5/8" BEVEL SIDING.

STOVER LUMBER CO.

MOBILE, ALABAMA.

W. M. CARNEY MILL CO.

SPA

Atmore, Ala.

SPA

Grade Marked Southern Pine

Lumber Manufacturers

Since 1881

Satisfaction for Hardwood Buyers

We take a great deal of pride in the satisfaction we render our customers and if you are looking for a source for your hardwood requirements where you can consistently get reliable stock at the right price, we should like to have you give us a trial.

Put us on your inquiry list for Arkansas Oak, Gum, Ash and Elm lumber. Nice dry stock ready to ship.

What do you need?

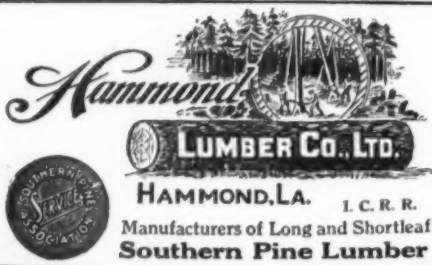
The BREECE-WHITE Manufacturing Co.

SALES OFFICE:
Bank of Commerce Bldg.,
MEMPHIS, TENN.

Sales Representatives:

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RICHARD KOEHLER, 7218 E. End Ave., Chicago.
I. J. NEWSOME, 912 Grand Rapids Sav. Bk. Bldg., Grand Rapids, Mich.
FRANK HANDEYSIDE, Appleton, Wis.
Mills: Arkansas City, Ark.—Fondale, La.

LOUISIANA



Hammond Lumber Co. Ltd.
HAMMOND, LA. I. C. R. R.
Manufacturers of Long and Shortleaf Southern Pine Lumber



Powell Lumber Company
Lake Charles, Louisiana



WYATT LUMBER COMPANY
RUSTON, LA.
Manufacturers of
Shortleaf Yellow Pine
Forked Leaf White Oak
We Grade it Right and Ship it Quickly.
Mills at GANDY, LA. Office, RUSTON, LA.



LYON LUMBER COMPANY
GARYVILLE
Manufacturers
Short Leaf Pine and Hardwoods

due to a lack of knowledge of grades and their application. He contended that building codes should not permit reroofing over an old roof.

William J. Ljungdahl, wood distillation expert of the Department of Commerce, reached Seattle Wednesday to confer with charcoal manufacturers and wood distillers on problems of wood utilization. He is making his headquarters at the offices of Shirl L. Blalock, manager Seattle district of the bureau of foreign and domestic commerce. Mr. Ljungdahl joined the department last July, and has since been connected with the National Committee on Wood Utilization. Mr. Ljungdahl is a resident of Portland.

A. J. Krauss, of Krauss Bros. Lumber Co., who is a member of the lumber trade extension committee of the National-American Wholesale Lumber Association, handling that feature for the north Coast district, states that responses from wholesalers up to date have been very encouraging. They express a clear intention to cooperate fully with other representatives of the lumber industry in matters pertaining to trade extension.

W. J. Kelcy, of Amarillo, Tex., was a recent visitor to the headquarters of the West Coast Lumber Trade Extension Bureau, and made extensive inquiries as to the adaptability of fir for oil well rigging. He reports considerable activity in his district.

Lee D. Dewey, treasurer of William Cameron & Co. (Inc.), Waco, Tex., is on a tour of the West Coast, and was met Friday at Chehalis by Charles B. Monday, sales manager Mumby Lumber & Shingle Co., and conducted to its mills at Bordeaux and Malone, Wash. William Cameron & Co. own and operate more than 150 retail yards.

William D. Kelly, manager Blanchard Lumber Co., with headquarters in New York City, has completed a tour of the Pacific Northwest, during which he looked over the sources of fir lumber. He is now returning home.

Ralph R. Imhoff, secretary Oakland Lumber Co., Jersey City, N. J., was in Seattle a few days ago on his first trip to the Coast. He was measurably impressed by the size and height of the fir trees, which he discovered had not been overstated.

Charles E. Lawrence, of Kansas City, Mo., has been investigating the manufacture of doors and panels in western Washington, with a view of engaging in that branch of the trade in Kansas City.

Frank W. Smith, an old-time West Coast lumberman, now representative at Rockford, Ill., of the Seattle Cedar Lumber Manufacturing Co. and the Pacific States Lumber Co., Tacoma, is visiting in this city. Mrs. Smith accompanies him. Mr. Smith was a guest at the Hoo-Hoo Club luncheon Thursday, and made a brief but witty speech in which he felicitated himself on being once more in the land "where it rains so easily."

H. A. Browning, of the H. A. Browning Lumber Co., Los Angeles, Calif., is shaking hands with old friends in Seattle. He reports that business conditions are encouraging. Mr. Browning is a graduate of the University of Washington forestry department, 1917.

President C. W. Stimson, of the Stimson Timber Co., will leave Seattle about Oct. 15 for an absence of six months, during which he will visit the Orient and continue on a journey around the world. He will be accompanied by Mrs. Stimson and daughter Jane.

H. L. Northrup, who maintains an office in Seattle and acts as a buying agent for several Iowa line yard concerns, leaves tonight for a visit with his eastern connections.

Hugh P. Brady, of the Brady & Ketcham Lumber Co., left Thursday night for an absence of a month, during which he will make a tour of lumber consuming centers of the Atlantic Coast.

VANCOUVER, B. C.

Oct. 9.—Lumbermen are still studying the situation which will confront the industry when the minimum wage law of British Columbia goes into effect on Nov. 1. It is designed in part to drive Orientals out of the mills—they are not employed in logging camps—but may not immediately fulfill expectations.

Three new plants soon to be in operation in British Columbia are the Caplano Timber Co.'s million dollar plant at North Vancouver, the Nicola Pine Mills' rebuilt mill at Merritt, in the interior of the Province, and the Empire Box Co.'s plant at Vancouver, also recently rebuilt after having been burned. The new Nicola Pine Mills is about ready to turn over, so H. C. Meeker, general manager, announces. The Empire Box Co. will be in commission again in two or three weeks. Managing director P. J. Murphy states that he has completed arrangement for an annual supply of 12,000,000 feet of Sitka spruce from Queen Charlotte Islands, that timber being the chief variety which will be used in the new factory. Another mill, that of the J. D. McArthur Co., to be located at Prince George in the northern interior, on the

Canadian National Railway, will be under construction at an early date.

Opening of the new and enlarged paper plant of the Powell River Co. was made an official function on Wednesday. The company's model industrial city is eighty miles up coast from Vancouver. The company has increased its investment by \$8,000,000 to a total of \$25,000,000. Among those present at the official opening were S. D. Brooks, Vancouver, vice president; M. J. Scanlon, Minneapolis, vice president; B. F. Nelson and F. A. Chamberlain, Minneapolis; A. E. McMaster, general manager; R. Bell-Irving, mill manager; Dr. Andrew Henderson and Walter Adams, New York; R. H. Scanlon; J. Falconer, assistant manager; Grange V. Holt, manager Bank of Commerce; W. C. Dimars, Stuart Cameron, Blake Wilson, and other prominent Vancouver business men. The company was started fifteen years ago by Minneapolis lumbermen.

WINNIPEG, MAN.

Oct. 11.—Wholesalers report that business last week was quieter than it has been any time during the year. Weather still continues very unfavorable, and there is no business being done in the country towns. Threshing operations will not be completed much before the middle of December. Wholesale prices continue unsteady, particularly on shingles. It was rumored in Winnipeg that during the last week an attempt was being made by the cedar interests on the Pacific coast to get together. Northern spruce mills, while not enjoying the same volume of business that they were a few weeks ago, report, however, that they are receiving some nice orders now from the eastern States. Prices for northern spruce remain very steady.

MILWAUKEE, WIS.

Oct. 12.—While volume of business has not shown much increase among local retailers, on account of bad weather, they are selling fair to good lots. Stocks are naturally greater, due to the slackness caused by heavy rains recently, but the retailers feel confident that they will reduce these stocks as soon as building can go ahead at a more rapid rate. Country business has declined somewhat also, but is expected to show early improvement. The western woods continue in certain localities to advance in favor. Prices on western lumber are holding practically the same, while hemlock quotations are on the increase, stocks in the northern mills being considerably reduced. The Milwaukee millwork factories still give a favorable report of their business. They have good stocks of lumber. The box factories are in the market for the lower grades of hardwoods which they are taking in good quantities, though box business is only fair.

MINNEAPOLIS, MINN.

Oct. 12.—Wholesale trade shows the effect of unfavorable fall weather, which has held back the marketing of the grain crop. Bad roads have been a factor. Threshing is still far from finished in a good many places. The lumber market is quiet and business volume about equal to last year's, though figures since the first of the present year show a gain over 1925. Northern pine mills have reduced their stocks as compared with last year.

A. A. D. Rahn, vice president Shevlin, Carpenter & Clarke Co., has returned from Florida where he went as a personal representative of David W. Crossland, imperial potentate of the Shrine, to investigate the needs of the hurricane victims. He made an extended survey, working with the Red Cross.

The steady increase in summer resort business at northern Minnesota lakes has created considerable business for lumbermen. Edward Weisbeck, of the Weisbeck Lumber Co., Aitkin, Minn., who has been here several days for medical examination, reported that its yard has had quite a run of orders for summer cottages. Dairying is on the increase, and the company has sold a good many barn and other farm building bills.

Lumbermen who have traveled in Iowa territory recently agree that there has been a wrong impression given by newspaper reports of flood damage. Samuel L. Boyd, who represents the B. C. Spruce Mills (Ltd.), of Lumberton, B. C., has spent two weeks in Iowa and declares that corn as a rule is in excellent condition. "Iowa is in a prosperous position today," said Mr. Boyd, "and livestock and dairying are the most important contributors to its prosperity."

E. Crawford, auditor for the Fullerton Lumber Co. in southern Iowa, with headquarters at Council Bluffs, was here visiting the company's main offices, and made a similar report. Crop damage from the heavy rains is limited to a few small areas, he said, and generally the corn has come through in good shape. Heavy rains have made roads bad, of course, and held back retail trade.

Maj. Everett G. Griggs, of the St. Paul & Tacoma Lumber Co., was here a few days ago after a visit to Kansas City as a member of the western manu-

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facturers' committee to confer with financiers on the proposed merger of western mills. He came to St. Paul to attend the wedding of his niece, Miss Elizabeth Taggart Griggs. She was married Oct. 2 to Henry Gilman Nichols, of Boston. He paid a brief visit to Ray Gore, the company's sales representative in Minneapolis.

John T. McGinn, trade extension representative of the Western Pine Manufacturers' Association, has returned to his offices here from a two months' tour of eastern cities. He found conditions improving in New England, and says that sales of Ponderosa pine have increased there considerably this year. Mr. McGinn is leaving in a few days for another trip into east central States, then into the Southwest, also attending the big retailers' convention at New Orleans.

DULUTH, MINN.

Oct. 11.—Last week there was continued demand for box lumber from the middle West and better sales by retail yards. Shipments of mixed cars of northern pine were reported to have been heavier lately. The movement to farming districts in western Minnesota and North Dakota is still held back owing to farmers having experienced delays in marketing their grain. Shipment of all classes of lumber are about normal for the season. Quotations are firmly held in all classes of northern pine, with no undue accumulations of stocks reported. Mills at Cloquet, Virginia and International Falls are operating on a full-time basis. Officials of the Virginia & Rainy Lake Co. reported that they are rapidly filling up their winter camps, and that



Photograph courtesy Courier-Express, Buffalo, N. Y. The accompanying illustration shows remarkable examples of tree grafting, the trees being in the front yard of the home of Patrick O'Malley, former mayor of Geneva, N. Y. Four trees form two perfect arches over the walk leading from the street to the house. The two trees in the foreground of the picture form a double archway, the lower and smaller arch being almost perfectly symmetrical.

plenty of men are offering. The Weyerhaeuser interests, at Cloquet, have been experiencing some difficulty in carrying through arrangements for the extension of their logging road to tap an extensive virgin timber area in the upper part of Cook County. The Virginia & Rainy Lake Co. were, however, successful in getting their line through before wet weather, and logs are being brought to its mills by rail from the new areas.

Dealers here are meeting with an eleventh-hour demand for lath. The market was reported steady. Some smaller operators in northern Minnesota reported bookings for the first time in several weeks.

While woods operators are looking forward to much heavier pulpwood bookings for next spring delivery, buyers for northern Minnesota and northern Wisconsin paper mills were reported to be still holding back. The market in pulpwood is expected to remain at \$12 f.o.b. Duluth, with \$4 extra for peeled wood.

Duluth agents for western mills are continuing to experience an active demand for timbers, and some good orders were reported for prompt shipment.

TORONTO, ONT.

Oct. 11.—The Anglo-Canadian Pulp & Paper Mills (Ltd.), and the Ontario Paper Co. have come to an agreement under which they will develop jointly, for lumbering purposes, large timber properties on the Manicouagan River, in Quebec Province. This announcement has been made by Fred W. Clarke, president Anglo-Canadian company, after returning from a trip to New York, to carry out the agreement. A large sawmill is being erected by the Anglo-Canadian company at Limoilu, near Quebec. A new company is being formed under the title of the Quebec Logging Corporation, in connection with this agreement. A new town is to be built on the Manicouagan River, which will be named Taschereau. In addition to its lumbering operations, the Ontario Paper Co. intends to erect a pulp mill near Quebec.

The Toronto Hoo-Hoo Club, to the number of fifty, paid a visit on Saturday, Oct. 9, to the Provincial forestry station, at St. Williams, Ont., one hundred miles from Toronto. The journey was made in motor cars. In the evening the visitors were entertained at dinner at the home of Kenneth McCall, of St. Williams. R. G. Chesbro, Vice-gent Snark, presided at a brief meeting after the dinner, when short addresses were delivered.

PITTSBURGH, PA.

Oct. 12.—The quickened demand for hardwoods is well maintained and a slight strengthening in the fir market is reported. Heavy rains throughout the eastern part of the country have had the dual effect of slowing up production and retarding drying and curing of lumber. The coal business, and the steel business as well, have shown improvement in the last thirty days, so mines and industrials have found it necessary to replace depleted lumber stocks. Reports from the pine mills in the South indicate that on account of the wet weather stocks can not be made dry enough for shipment, and it's hard for them to get lumber to their planers. Mills are therefore thirty days behind on orders. Dealers generally in the Pittsburgh district have small stocks, and when they get a little business they must buy immediately for quick shipment, which is not satisfactory, as many items in mixed cars are hard to supply. Transportation is good when a consignment is once on wheels. Inquiries are reported heavy in the white pines, although some items in Idaho and Ponderosa are a little softer. California white and sugar pine prices are firm, except on a few items in shop, and the demand is fairly good. Southern pine is a little stronger, especially boards and dimension. Fir is a little stronger, especially mixed cars of shed stock. Hardwoods continue active all along the line, the demand for red and sap gum continuing especially good.

George Glass, president Keystone Lumber Co., is expected home this week from a four weeks' trip to the Pacific coast, where he was looking after some of his interests.

O. H. Babcock, of the Babcock Lumber Co., was in Louisville, Memphis, and Chicago last week in the interest of his company.

E. Bruce Hill, chairman executive committee Pittsburgh Lumbermen's Club, who has been ill for some time, is slightly improved and is sojourning a while in Atlantic City.

NEW YORK, N. Y.

Oct. 11.—Inquiry among a score or more wholesalers and retailers today brought the unanimous statements that the lumber business in the metropolitan district is good—some even went so far as to characterize it as excellent. Especially in the suburban districts of Long Island and Westchester, the lumbermen are enjoying a fine run of fall business. A number of Manhattan firms, especially retail concerns, reported indications that the October turnover will exceed that for September, during which month improvement in conditions began to set in. Prices generally are firm, even though there have been few instances of actual advance.

The southern and North Carolina pine markets are active and firmer. Advances of September have been maintained. Even though there has been a decided increase in the volume of transactions, it is said that retail yards are not well stocked. Cypress dealers report a good trade and an increase in arrivals of lumber that were curtailed as a result of the Florida hurricane. Cypress prices also have remained steady. Western pine items also are enjoying a good run, especially the lower grades, and shipments, if none too plentiful, have come forward by rail with great regularity. There has been an improvement in the western hemlock situation, although surplus stocks have not been materially lessened by recent heavy sales. A number of dealers in the Rockaways have received inquiries from Florida for fir. Much lumber that was shipped to the metropolitan district when the

This Brand
On Every
Stick



NO one ever saw a long leaf pine stump rot out.

Because of something put into it by Nature, long leaf pine will last longer, and stand up better under stress, than any other American softwood.

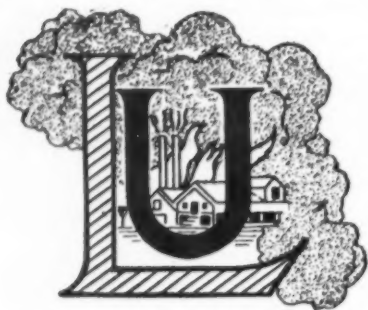
It makes the best timbers, the best flooring, and the best car materials and

CALCASIEU
IS THE BEST OF THE
LONG LEAF

(Ask the Southern Pine Association, New Orleans, La. for any information you may want regarding Southern Pine.)

INDUSTRIAL
LUMBER CO.
ELIZABETH, LA.

MEMBER SOUTHERN PINE ASSOCIATION



One Price Insurance

You can insure your lumber properties in this lumbermen's reciprocal and be protected by contract against extra assessments for excessive losses.

Write or wire for our rate and authorization on your plants.

**Reciprocal
Non-Assessable**

LUMBER UNDERWRITERS

A. B. Banks & Co., Mgrs.
LITTLE ROCK, ARKANSAS



"Hercules" Wire Rope

has been tested by time and proven by service. Its best recommendation is the constantly increasing demand for it. Its one red-strand is our guarantee of quality.

Established 1857.

A. Leschen & Sons Rope Co.
ST. LOUIS

New York Chicago Denver San Francisco

No. 3



Florida bubble burst is still held here. There have been enormous sales of fir of late, but arrivals have been consistently heavy. The campaign against transits has served greatly to relieve the local market.

The Schuette-Lane & Supply Co., the youngest member of the Building Material Men's Association of Westchester County, has just come through a very successful first season. The firm is just breaking ground for a new warehouse. This is No. 2 and it shows remarkable growth for the vigorous infant.

Jack Paterson, vice president and secretary Hirsch Lumber Co. and president Nylta Club, left last week with Frank A. Niles, of Robert R. Sizer & Co., for a trip to the mills on the West Coast. There are several other lumbermen in the party that expects to be in the West for several weeks.

The St. Paul & Tacoma Lumber Co., which has its principal eastern office in this city, announces the opening of a branch office in Milk Street, Boston. The company already has a well established branch in Philadelphia.

Mrs. M. J. E. Hoban, wife of the well known lumberman, sailed recently with her three children to spend two years on the Italian Riviera, near Nice, where the children will attend school. Mr. Hoban will visit the family later.

Herbert B. Coho, secretary New York Lumber Trade Association will leave on Thursday for West Point, N. Y., where he will attend the annual meeting of the American Trade Association Executives. Mr. Coho is a former president of the organization and is now chairman of its golf committee.

A meeting of the nominating committee of the New York Lumber Trade Association will be held shortly to consider officers for next year.

BEAUMONT, TEX.

Oct. 11.—Business fell off for a few days in Beaumont territory, but at the end of the week which has just closed reports received from mills in eastern Texas and western Louisiana showed that orders had picked up materially and production had also increased slightly. For the last week or ten days local retail yards report an exceptionally good business. Texas and Oklahoma oil field orders have fallen off somewhat, but this trade is still good. The reason advanced for the lull in orders from the oil fields is that many yards, especially in the Panhandle section, overbought at the height of the boom. There have been no price changes noted during the last week. The market is stable on practically all items. Mill stocks remain low. Export demand has fallen off somewhat.

The hardwood market is in good shape and the mill men are well satisfied with the outlook for the next few months. FAS red gum is exceedingly scarce and FAS common sap and No. 1 common and select plain sap gum are also hard to get. No. 1 common and better elm and all grades of magnolia are in good demand. FAS magnolia is getting scarce. Prices on all lines of hardwoods are holding firm.

BOGALUSA, LA.

Oct. 11.—The Great Southern Lumber Co. has just announced a big picnic, to be held on Saturday, Oct. 16, starting at 2 p. m., for the employees of the following companies and their families: Great Southern Lumber Co., Bogalusa Paper Co. (Inc.), Bogalusa Turpentine Co., Bogalusa Stores Co., First State Bank & Trust Co., New Orleans Great Northern Railroad, White Wood Products Co. and Union Bag Corporation. It is hoped to make this the greatest gathering of employees ever held in the State, a minimum attendance of twelve thousand being expected. The white employees will be entertained at Bogalusa Country Club, which will be illuminated by Japanese lanterns, and they will have the complete Dixola Orchestra, of New Orleans; while colored employees will meet at the colored ball park, and will have music furnished by Sam Morgan's Jazz Band, of New Orleans. A special train will bring employees from camps in Mississippi, and trucks will transport those from the Bush camps. The first events at the country club will be a football match and a baseball game, there will also be a ball game at the park, and numerous other athletic events will be staged. All the industries will close at noon. Immense preparations are being made for supplying "eats," which will include 14,000 boxes of lunch, a similar number of ice cream, "hot dogs" in lots of ten thousand, and forty thousand bottles of soft drinks. There will be daylight fireworks, jubilee singing, free moving picture shows and dancing until late in the evening.

Mayor W. H. Sullivan, vice president and general manager Great Southern Lumber Co., is taking a leading part in directing preparations, for he is on the job in spite of the fact that he recently

suffered a painful accident, in which the seventh rib on his right side was broken. Col. A. C. Good-year, president of the Great Southern company, accompanied by his mother, Mrs. Ellen Conger Good-year, and widow of the late C. W. Goodyear, one of the founders of Bogalusa, and Mr. and Mrs. G. B. Watson, all of Buffalo, N. Y., are coming to Bogalusa, to attend the picnic. Mrs. Goodyear has done many fine things for the city, and the townsfolk will be glad to welcome her on this visit.

Mayor Sullivan's dealings with his colored employees are very highly appreciated, and he was recently complimented by a colored minister, Rev. R. Brookter, who has been conducting a popular series of meetings at Braxton and Harriaville, Miss.

LAKE CHARLES, LA.

Oct. 11.—Orders for southern pine have dropped off. A slight general depression is being felt throughout this territory because of the unsatisfactory prices prevailing on cotton. Lumber production remains at about the same level though some of the smaller mills are not disposed to operate full time. This shortage is offset by a slight increase in the schedules of the larger mills, where some effort is being made to put stocks in better shape before the fall rains set in. Shipments continue heavy. Prices are still firm, with a slight upward tendency in spite of the easing up in orders. A much stronger market is expected in the East and North, and naturally there will be an increase in the demand from the Florida territory. Uppers and finish items are still very firm. Flooring, siding, shiplap and ceiling are in good demand, with better grades of flooring very firm. Common stocks are a little weaker, though dimension is moving well. The export market is slightly stronger, and inquiries from industrial buyers are very encouraging. The railroads are also beginning to show more interest in the pine market. Mixed cars continue in very strong call and it is difficult to place orders for well assorted cars.

TUSCALOOSA, ALA.

Oct. 11.—Southern pine mills report a slightly smaller volume of inquiry and bookings. However, wholesalers and mills are well supplied with orders for most items on the list. No change in prices has been noticed and the volume of business is fair. Florida business has not materialized, and most likely immediate needs can be cared for by the yards there, which were already overstocked.

Hardwood prices today will average above cost of production. However, the market is not generally considered very active.

JACKSONVILLE, FLA.

Oct. 11.—The week has been featured by further strengthening of longleaf pine. Bookings are sufficient to take care of mill output. Demand has just about come up to production, now that so many smaller operations are closed down.

Shed stocks especially look better. Four-inch No. 1 common flooring and ceiling are very hard to locate. No. 2 common can be found; it is gaining strength. The same can be said of B&B better. The larger association mills have not advanced their prices to any extent, but smaller operators are getting better returns, as they now have good order files. Framing and boards are moving fairly well; there is plenty of stock.

Shortleaf continues spotty. B&B better finish prices are holding up fairly well, though demand is not as strong. Many mills are closed down on account of not being able to compete with the cotton planters in hiring labor. The 4/4 is about \$42, mill; 5/4, \$47; 6/4, \$48, and 8/4, \$50 for 6- to 12-inch, while the No. 1 common and "C" is bringing the usual differential of about \$10 to \$12. Shortleaf kiln dried shed stocks are moving fairly well to the East and middle West, but are closed out in Florida due to hard competition from longleaf. Roofers are moving into the same territories at about \$19.50 and \$20.50, mill. Framing is sluggish and there is a heavy supply at mills.

In southern hardwoods, some items in some woods are moving fast, while others are slow. All grades of sap gum are in demand, along with sap gum moldings. Prices are very encouraging. Red gum is called for only in FAS. There is a large quantity of Nos. 1 and 2 common to be had, for which there seems to be no demand. Oak FAS is moving to the eastern trade in fairly good volume, and there is no surplus. The furniture manufacturers are using a good quantity of this grade, but are ignoring lower grades. The flooring plants are not doing as much business as they could expect and this outlet for lower grades is shut off for the present. The mills seem reluctant to accept prices being offered. Poplar is moving mostly for export and trade is reported excellent by larger manufacturers. Ash is a good mover, and mills getting out genuine white tough-textured

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stock are having no difficulty in moving their output.

Cypress is moving very slowly. Stocks are perhaps the best they have been for some time, but competitive woods are making large inroads into this field. Manufacturers are standing pat on their lists.

E. E. Mack, president Southern Saw Mill Co., Thomasville, Ga., operating mills at Greenville and Quincy, Fla., was in Jacksonville early last week. Mr. Mack reports pine business active.

Mr. Bankston, foreign sales representative of Case-Fowler Lumber Co., Macon, Ga., was in Jacksonville calling on his old acquaintances. Mr. Bankston has just returned from the British Isles, continental Europe, British South Africa, Egypt and India.

A. C. West, of the Union Lumber & Manufacturing Co., Greenville, Fla., was a business visitor Thursday.

V. H. Rentrop, of Jacksonville, is now connected with the Florida Dense Long Leaf Pine Association as field representative, with headquarters in Jacksonville.

HOUSTON, TEX.

Oct. 12.—The economic situation of the southern cotton grower produced by the heavy slump in cotton prices is keeping the lumbermen guessing as to the final effect on the lumber market. Lumber demand has let up considerably, and yet prices are holding well. There have been a few slight price declines. The manufacturer who can supply assorted yard stocks is still doing good business. Timbers, railroad stocks and industrial items are in strong demand. Export trade is quiet; perhaps it would be better if more space could be secured on vessels to Europe. Boats to the islands are more plentiful. Hardwoods are in good shape for the most part. Shingles are dull. Lath are in fair demand.

Dates for the second annual Own Your Home and Building Exposition of the Houston Builders' Exchange have been announced as March 14 to 18, by Franklin O. Thompson, secretary-manager. Sixty-three booths will be available.

Ray Weiss, general sales agent Kirby Lumber Co., is touring the North and middle West this week, looking over the general lumber situation and conferring with various Kirby representatives.

BROOKHAVEN, MISS.

Oct. 12.—The pine market has slowed up a little. Prices seem to be holding well, largely due to scarcity of stocks and very badly broken mill assortments. The cotton picking season in the South has been making it extremely difficult for larger mills to operate full time, and has about closed down entirely a large number of the smaller mills. The retailers seem eager to get all orders shipped.

Flooring, 3- and 4-inch, is still showing nice movement, and stocks are not heavy. In fact, more items are oversold than for several months. Stocks are very low. A recent sale on No. 3, 4-inch flooring for crating sends the present surplus much lower than at any previous time this year. Drop siding orders are reduced in volume. This is also true of 1/2- and 5/8-inch ceiling and 3/4-inch partition. Inch finish continues to move in nice volume, and 8-inch B and better seems to be the best seller. The thick finish is not keeping step with the inch.

The surplus of 4-inch No. 2 fencing has been practically absorbed, and 6-inch No. 2 fencing and flooring are heavily oversold. There is a surplus of 8- and 10-inch No. 2 boards in both longleaf and shortleaf. No. 2 12-inch boards in longleaf still remains oversold, with only a small surplus showing in shortleaf. The Island trade is absorbing most of the thick No. 2 boards. The small surplus of 4-inch No. 3 fencing has been sold and at some mills this item is oversold. There is a very small surplus of 6-inch No. 3 fencing. The 8-inch No. 3 boards have all been sold. There is a small surplus of 10- and 12-inch No. 3 boards in longleaf only. Box shoo business has picked up, but the mill could handle more business.

No. 1 lath have been doing nicely, but No. 2 are very sluggish and sales are hard to make unless at extremely low prices. Pine shingles have been moving in nice volume, with heavy oversales on No. 2 sap grade, and a small surplus on the No. 1 heart and select heart.

The market on longleaf dimension both Nos. 1 and 2 is extremely active and stocks are badly broken. Shortleaf dimension has been moving right along, and stocks of No. 1 are better than those of No. 2. There has been very small movement in No. 3. The sale of longleaf timbers has shown no falling off, the market continuing extremely strong. Shortleaf timbers are moving, though slowly.

The export market remains fairly active, and in some sections business is mighty good, particularly in the Argentine.

Hardwoods are still moving nicely and dry stocks are rather badly broken.

H. R. Kilpatrick, manager Homochitto Lumber Co., Bude, Miss., has been confined to his home a few weeks. He expects to go to a New Orleans specialist.

WARREN, ARK.

Oct. 11.—Demand for Arkansas soft pine this week has hardly been as brisk as it was last week. Prices are still firm. Practically all items have moved. No. 2 boards have been in good demand, and sales have included a nice volume of uppers in floorings, finish and finish products. Common grades of bundled stock has been moving readily also. Piece stuff has not been selling very briskly, although small quantities have moved in mixed cars. Inquiries from dealers indicate a somewhat heavier movement of lumber later. Demand from the industrialists has been good. Car material is quiet. Production has been normal, as weather has not prevented maintaining full log supplies. Shipments have been heavy, exceeding both production and new business. Stocks at most mills are broken and short of a good many items. Small mill production is at a low point due to shortage of labor. Woods labor is scarce. Car supply is adequate.

JACKSON, MISS.

Oct. 12.—Unfavorable weather has hampered southern pine production and shipments, and orders have been received in ample volume. Low grade stock is moving heavily, and is strong. Timber cutting is in good demand from all sections, especially from the east coast. The railroads are buying more freely. Building activities, road construction, seawall construction and bridges on the Gulf coast are creating a good demand from that section. A good demand is coming from South America and the Islands. Less buying is being expected from the farms of the South and middle West this fall. Prices are firm, with no tendency to change.

MACON, GA.

Oct. 11.—Roofers have continued weak, with prices at \$19 and \$20 and only a light demand. However, there was encouragement gained from the number of inquiries from the East, where construction work has picked up. Production continued close to normal, with weather conditions ideal for logging and for mill operations. Some mill owners are threatening to curtail if there is no improvement in the market, claiming that they can not afford to dispose of their product at prevailing prices.

Longleaf pine mills in southwestern Georgia and southeastern Alabama continued operations to capacity during the week, with takings close to production. Scattering rains did not interfere with logging or with mill operations.

NORFOLK, VA.

Oct. 11.—While there has not been any improvement in the demand for certain items of North Carolina pine, better grades of rough and dressed lumber are moving better and reports from the North and East are that the market has opened up a little on framing. Sales are reduced considerably by competition from West Coast products, which are being put into the eastern territory at very low prices. Most yards continue to buy very sparingly, and while admitting that a little more stock is going out to their trade, they have good stocks and have some lumber bought. Production here is not apt to increase during the rest of the year, and millmen will be able to maintain prevailing prices without much trouble.

There has been a better demand for 4/4 edge No. 2 and better band sawn and one or two large sales have been made. There is not much good circular edge to be bought for quick shipment. No. 2 and better 4/4 stock widths, band and circular sawn, are also moving much better, with a number of band sawn widths short at the mills and circular stock becoming very scarce. Prices show a decided upward tendency, though buying could not be termed very brisk. Edge No. 3 continues to move very slowly, but No. 3 stock widths are moving better. There has been a good demand for 5/4 edge, also 5/4x10 and 12-inch, No. 2 and better band sawn, rough. Edge 6/4 and 8/4 has also been moving better. Nos. 1 and 2 bark strips continue sluggish but more miscuts could be sold if available.

There has not been a very brisk demand for 4/4 edge No. 1 box, kiln dried, either rough or dressed. More stock has been sold dressed and resawn than in the rough. Air dried stock is not coming on the market very fast, and more could be sold if bright and dry. Edge 4/4 No. 2 box has been very quiet. No. 1 4/4 stock box, kiln dried, is moving well, and not a great deal is available for quick shipment. Buyers seem to

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be interested in special lengths of stock box, and these orders do not appeal to millmen. No. 2 4/4 stock box has not been very active, either rough or dressed. Edge box, 5/4 and 6/4, dressed and resawn, also stock widths in these thicknesses, have been more active. The 5/4 is still rather scarce. Box bark strips, 4/4, have been very quiet, and a surplus is accumulating at mills.

There has been very little activity in flooring, ceiling, finish etc. New England inquiries for 4/4 No. 2 and better stock widths, dressed, have been more numerous, but cars are badly mixed and orders have not developed as fast as expected. Kiln dried roofers have been moving fairly well, but mills have not much to sell. Air dried roofers have not been very active, and prices are not as strong. Sales have shown a variation of \$1. Dressed framing has been more active.

NEW ORLEANS, LA.

Oct. 11.—Adverse weather in the middle West seems to have slowed down the call from that region temporarily, and the bookings by local report registered a slight decline for the week. The opinion prevails rather generally, however, that demand will get back into its stride very soon, and quotations seem to be firmly held, in the main. Here and there the call for cotton pickers has reduced the available supply of sawmill labor, slowing down production somewhat. Southern pine

mill stocks are more or less broken in assortment and seasoned hardwood stocks none too abundant.

Ben S. Woodhead, of Beaumont, Tex., was principal speaker at a luncheon given today by the New Orleans Traffic Club. Mr. Woodhead took "Hobbies" as his subject, declaring that every business man should have a hobby to get the greatest pleasure out of life.

W. R. Hine, superintendent forestry division Louisiana conservation department, is urging the police juries of the Louisiana parishes to support the constitutional amendment dealing with the timber severance tax, which is to be voted upon at the November general election. The amendment, fathered by Senator Henry E. Hardtner, of the Urania Lumber Co., authorizes the levy of a severance tax up to 6 percent of the value of the timber grown under the State reforestation law and payable at the time of its harvest. Three-fourths of the levy would go to the parish in which the timber was grown.

H. S. Weston, of the H. Weston Lumber Co., Logtown, Miss., was unanimously reelected president of the Bay St. Louis (Miss.) Chamber of Commerce at its annual meeting last week.

The funeral of L. M. Tully, former New Orleans lumberman who died at St. Louis, was held here last Thursday from the residence of his niece, Mrs. J. W. Turner, with requiem high mass at the Jesuit Church on Baronne Street.

(Continued on page 109)

NECROLOGICAL RECORD OF THE WEEK

JAMES TILLY BARBER, president of the North Western Lumber Co., Eau Claire, Wis., died at his home in that city on Oct. 11 at the age of 79. Mr. Barber was in his day one of the most prominent lumbermen of the northern states and for a great many years held a leading position in the industry. J. T. Barber was born in Massachusetts, Jan. 25, 1847. He was a direct descendant on his mother's side, of one of the Lexington Minute Men, who "fired the shot heard round the world," and among his treasures was the old musket his great grandfather used in that battle. Mr. Barber gained his first experience in the lumber business as a partner with one of his brothers in the operation of a small hemlock mill at Coleraine, Mass. In 1870, as a young man of 23, he accepted an invitation from an uncle and went to Hannibal Mo., where he entered the employ of the lumber firm of Davis, Bockee & Garth. In 1875 Mr. Barber entered the employ of the North Western Lumber Co., at Hannibal, as bookkeeper and from that humble position, rose rapidly to the position of vice president and general manager of the greatly enlarged operations of that company which for many years was one of the leading lumber organizations in the country. He moved to Eau Claire, where the company's mills were located, in 1886 and had lived in that city ever since. In 1889 the North Western Lumber Co. bought a controlling interest in the Montreal River Lumber Co., of Gile, Wis., and Mr. Barber was elected secretary. He was also president of the Linderman Box & Veneer Co. and vice president of the Chippewa Logging Co. He was one of the organizers of the old lumbermen's mutual insurance aggregation, formed by a number of white pine operators connected with the Weyerhaeuser interests many years ago, and was treasurer for them. He was president of the Northwestern Hemlock Manufacturing Association for several terms, that organization comprising within its membership practically all the hemlock producers of Wisconsin and the Upper Peninsula at the time. Mr. Barber entered western lumber operations early in the present century, operating a plant in Idaho. He was an active member of the Northern Pine Manufacturers' Association and held several offices, serving on various important committees. Of late years Mr. Barber had not been active in the lumber world but had lived quietly at his home in Eau Claire, enjoying the fruits of his active years.

CHARLES W. LEATHERBEE, for fifty years a prominent Boston lumber merchant, as was his father before him, died last week at his home in West Newton, Mass., at the venerable age of 74. Members of the Class of 1874, Massachusetts Institute of Technology, of the Neighborhood Club of Newton, and delegations from the Massachusetts Wholesale Lumber Association and other organizations of lumbermen attended the impressive funeral services, held at his late home, 279 Mount Vernon street, West Newton. Rev. Paul Phalen of the First Unitarian Church of West Newton, of which Mr. Leatherbee had been a life-long member, conducted the services. The musical features of the funeral services were particularly impressive. They were under the direction of William Lester Bates, organist at the Second Church, West Newton, and furnished by the Fiedler Trio from the Boston Symphony Orchestra, consisting of harp, violin and cello. Beautiful selections from Wagner, Schubert and Charpentier were rendered. The pallbearers were Clifton F. Leatherbee, Robert W. Leatherbee, and Fred-

eric K. Leatherbee, sons, and Albert T. Leatherbee, a nephew. Honorary pallbearers included John T. Mahoney, associated with Mr. Leatherbee in the lumber business for more than forty-five years; Albert T. Bliss, a classmate at Massachusetts Institute of Technology; Harry B. Stebbins of the H. B. Stebbins Lumber Co., Charles Read, William Puffer, Charles C. Batchelder, Robert W. Neff, and Charles W. Leatherbee, 2nd, a grandson. Burial services were held at the Leatherbee family lot at Newton Cemetery, Newton Centre, Mass.

Charles W. Leatherbee was born in Boston on June 19, 1853, the second son of William Holt Leatherbee, a prominent New England figure in the lumber industry for many years. Coming from the old and pure New England stock on both sides, his ancestors having settled in Massachusetts before the eighteenth century, like all descendants of the early immigrants, Mr. Leatherbee counted in his ancestral tree many who were active and prominent in civic and military affairs. After graduation from the English High School of Boston, Mr. Leatherbee attended the Massachusetts Institute of Technology and was graduated with the class of 1874. In 1876 he was taken into the lumber business as a member of his father's firm, and the same year on May 7 he married Miss Harriet Gray Felton, of West Newton, where they have lived for the past half century. Last spring Mr. and Mrs. Leatherbee celebrated at their West Newton home the presence of a large circle of friends and relatives the golden anniversary of their wedding.

Mr. Leatherbee was a charter member of the Exchange Club of Boston, a member of the Boston Chamber of Commerce and of the Ancient and Honorable Artillery Company of Boston. Until heart disease developed two years ago he was an exceedingly active man in business affairs and in civic and social spheres. For many years he had been treasurer of The Leatherbee Co. Mr. Leatherbee is survived by a widow, a daughter, Miss Eleanor W. Leatherbee, and three sons: Clifton F. Leatherbee, of the Leatherbee-McDonough Co., well known Boston wholesaler; Robert W. Leatherbee, of Falmouth, Mass.; and Frederic K. Leatherbee, of West Newton.

WILLIAM WILLIS CRISSINGER, who had been definitely connected with lumber interests in Chicago for about 35 years passed away in Seattle, Wash., on Sept. 6. His death was announced in the AMERICAN LUMBERMAN of Sept. 11, but at that time no material for an obituary was at hand. Mr. Crissinger was born in Snyder County, Pennsylvania, April 19, 1857. He came to Chicago in March of 1891 and for ten years was employed by Keith Lumber Co. Following that period he was employed successively by Crandall & Leavitt; Geo. T. Houston, and Crandall & Brown. He left the last-named concern in 1909 to enter the brokerage business, specializing in cypress and southern hardwoods. At the organization of the Hanbury Lumber Co. in 1923 he was made vice-president, in which capacity he served until his health prevented him giving full time to his work. He then spent what time he could brokering in the Chicago territory for several Pacific Coast concerns. Late in the fall of 1925 Mr. Crissinger's health was such that he retired completely from business activities and went to Seattle, Wash., in the hope that an extended period of rest there would help. Although confined to his bed for several months after reaching Seattle he had begun to improve and there was every hope that he would regain his health

when a relapse set in and the end came. The body was accompanied to Chicago by his widow and services were held at Trinity Presbyterian Church, which he served as an officer for many years, on Saturday, Sept. 11. Interment was at Gracelawn Cemetery, Elkhart, Ind. Mr. Crissinger is survived by his widow; two daughters: Mrs. A. M. Berry, of Seattle, Wash., Mrs. J. C. Donaldson, Chicago, and a son, E. Gordon, also of Chicago.

FRANK KEARNEY. Funeral services were held in Maplewood, N. J., Saturday, Oct. 9, for Frank Kearney, treasurer of the Vreeland-Kearney Lumber Co., and his son Robert, sixteen, who were killed by unidentified men who held up the Kearney automobile on the Stelton-Newmarket road on Monday night, Oct. 4. Robert Kearney lingered several days after he had been shot through the head. The services in Maplewood, conducted under the auspices of the Elks and Masons, were attended by lumbermen from all sections of the state. Edward Hamilton of Paterson, president of the New Jersey Lumbermen's Association, was an honorary pall-bearer. Mr. Kearney having been a member of the board of directors of the organization. Mr. Kearney's casket was covered with a blanket of grass sod, strewn with roses. The boy's casket, snow white, was covered with a similar blanket, strewn with white carnations. The pallbearers for the youth were members of the Maplewood Boy Scout troop. More than fifty automobiles were in the procession as it wound its way to Fairmount Cemetery, Newark. The bodies were placed in a vault, pending final disposition by the family. Feeling in New Jersey has been intense ever since the double murder, but a widespread man hunt has been of no avail. The New Jersey Lumbermen's Association has offered a reward of \$1,000 for the capture of the slayers, dead or alive, and a similar reward has been offered by the Board of Freeholders.

MILTON F. HENDERSON, first vice-president of the Eastern & Western Lumber Co., of Portland, Ore., died Oct. 5, at his country home near Bridal Veil, after a brief illness. He was a pioneer lumberman in the Pacific Northwest having gone to Portland in 1889 to serve as manager for the North Pacific Lumber Co. Later he became one of the incorporators of the company that eventually developed into the Eastern & Western Lumber Co. Mr. Henderson was born in Washington County, Pennsylvania, Aug. 19, 1848. He started for the West when a young man, going first to Colorado and later to San Francisco, where for a number of years he was engaged as a building contractor. His first experience in lumber manufacturing was gained in Humboldt County, California. Mr. Henderson is survived by his widow, two daughters, Mrs. D. L. Carpenter, of Portland, and Mrs. Walter Muirhead, of Medford, Ore., a son, Milton B. Henderson, of Portland, and a brother, Oliver Henderson, of Washington County, Pennsylvania. Funeral services were held in Portland, Ore., Oct. 7.

DE FORREST E. GREEN, of the Searle & Chapin Lumber Co., Lincoln, Neb., and widely known among Nebraska lumbermen, died at his home in Lincoln suddenly on Saturday afternoon, Oct. 2. Mr. Green was 73 years old. He had lived in Lincoln since 1879. Mr. Green had been connected with the Searle & Chapin Lumber Co. for 38 years. He was prominent in Masonic activities in Lincoln and had been commander of the Mt. Moriah Commandery, No. 4, and was also a past master of the Valparaiso lodge, past potentate of the Sesostris temple of the Shrine and held other high offices in the Masonic order. A long-time member of the Concatenated Order of Hoo-Hoo Mr. Green had served as Vicegerent for Nebraska for a term. He was especially admired and beloved among the lumber fraternity in Lincoln who had known him intimately for thirty-eight years. His funeral was held on Tuesday, Oct. 5, and the large group of Masons and business associates in attendance was a genuine tribute to the man who was always ready to extend a helping hand to others.

INDEPENDENCE SEERY, associated with his brother R. O. Seery in the logging and lumber business in northern Wisconsin and Michigan, died at his home in Butternut, Wis., on Sept. 23 at the age of 67. Mr. Seery was a native of Ohio, but had been engaged in logging and lumbering in the northern States for many years. He went to Wisconsin in 1887 and installed a heading mill at St. Croix Falls, which he operated for a number of years. Later he manufactured coiled elm hoops at another plant in that place. The hoop mill was later moved to Centuria, Wis. For a number of years Mr. Seery had been logging in Price and Ashland counties in the vicinity of Glidden, Park Falls and Butternut, Wis., and also in northern Michigan. He was associated with the Centuria State Bank, serving as vice-president for a number of years. Mr. Seery is survived by his brother and his mother.

SALEM ELY, aged 75, who conducted a lumber business in Iroquois, Ill., for fifteen years, but since 1919 was president of the Farmer's State bank of Iroquois, died Sept. 30 in Iroquois. Mr. Ely was born in Lithopolis, Ohio, April 14, 1851. After completing his schooling he taught school and later edited the *St. Anne Record* for

14 years. On the death of an uncle, David Ely, owner of the lumber yard in Iroquois, he took over that business, which he operated until the Farmer's bank was reorganized and he became its head. He was a 32nd degree Mason, prominent in business and community affairs and widely known in that district. He had sold his lumber yards four years ago and spent much of the remaining time in Florida. Two sisters are the sole survivors. Funeral services were held Sunday afternoon, Oct. 2, in the Iroquois Methodist church and burial was in the Prairie Dell cemetery.

WILLIAM GERRY, who had long conducted a planing mill at London, Ont., died on Oct. 7 at his home there at the age of 84. He had lived in that city for 54 years, having been born in Devonshire, England. In recent years he had been associated with his sons in the planing mill business. He was appointed to the city council in 1890, when South London was annexed, and served in that body for seventeen years. He was an active member of Wesley United Church, St. John's Lodge No. 20, A. F. & A. M., and of the Independent Order of Foresters. Surviving are his widow and the following sons and daughters: Mrs. N. Stone, Highgate; Mrs. Thomas Carnegie, Sydney, Australia; Mrs. William O'Reilly and Mrs. Fred Johnston, London; Edward A. and Thomas, both of the Gerry firm at London.

HENRY G. WERNER, 71 years old, former city salesman for the Thomas & Proetz Lumber Co., St. Louis, Mo., and his daughter, Miss Ellen Werner, of St. Paul, Minn., were killed on Sept. 28, in Everett, Wash., when an automobile in which they were riding was struck by a train. Burial was in Everett, where a brother, Gus Werner, whom Mr. Werner was visiting, resides. Henry G. Werner was the stepfather of Mrs. Charles E. Thomas, whose husband is president of Thomas & Proetz Lumber Co. Werner married Mrs. Thomas' mother, Mrs. John J. Roosevelt, 18 years ago. He and his wife, who died in July, 1925, resided most of the time with Mr. and Mrs. Thomas. Miss Werner was a daughter by a former marriage.

ALEX. C. MacDONALD, traveling representative for P. W. Gardiner & Son (Ltd.), Galt, Ont., passed away on Oct. 7, at the Harper Hospital, Detroit, Mich., as a result of blood poisoning, which developed following a sprained ankle that he sustained a few weeks ago at Windsor, Ont. Mr. MacDonald resided at 27 Margueretta St., Toronto, and for many years was with P. W. Gardiner & Sons, of Galt. He was widely known among the retail lumber trade of Ontario and was a regular attendant at all the district conventions of the Ontario Retail Lumber Dealers Association.

EDWARD H. MOORE, pioneer lumberman, identified for more than twenty years with the industry in British Columbia, passed away at his Shaughnessy Heights home in Vancouver, B. C., on Oct. 5. He was 70 years of age, and had retired from active business a few years ago. A native of Quyon, Quebec, Mr. Moore went to Vancouver in 1906 and for a long time was active in lumber circles. He was for a time associated with the Prince Rupert Lumber & Timber Co. He leaves three daughters and one son, all resident in Vancouver.

PERRY BRUCE, a lumberman for many years in the eastern Kentucky hardwood section, met death by drowning on Saturday morning, Oct. 9, when he attempted to cross Kinnoconnick Creek not far from his home, on horseback. Mr. Bruce was 86 years old. He had been active as a lumberman for many years and was a large timber land owner. Capt. Bruce, as he was generally known, was a veteran of the Civil War, and was known by many lumbermen of the South. He leaves a widow, three sons and two daughters.

H. B. GUMAER, died Thursday, Oct. 7, at his home in Priest River, Idaho, at the age of 72. Mr. Gumaer was a pioneer lumberman and cruiser, who went to Idaho from Wisconsin in 1897 and was one of the first cruisers in the Priest River country. He was born in Winneconne, Wis. He is survived by his widow, two daughters, Mrs. Charles Beardsmore and Mrs. Charles Mears, of Priest River, and three sons; Fred and Joseph, of Priest River, and Robert, of Lewiston, Idaho.

GUSS LOLLAR HATCHELL, of Tacoma, Wash., died Oct. 8 in a Seattle hospital after an illness of several months. Mr. Hatchell was owner and manager of the recently organized Sterling Lumber Co. of Tacoma and secretary-treasurer of the Reliance Lumber & Timber Co. He had been a resident of Tacoma for 19 years and was 48 years old. He went to the Northwest from Oklahoma. Mr. Hatchell is survived by his wife, a foster daughter, his parents, four brothers and one sister.

SAMUEL MULLINS, a leading lumberman of Dickenson County, Virginia, and of the eastern Kentucky hardwood operations, died at his home near Osborn's Gap, Va., on Friday, Oct. 8, following a lengthy illness. He was 54 years old. He leaves a widow, two sons and a daughter.

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LOCAL AND PERSONAL

J. W. Thompson, well known hardwood wholesaler of St. Louis, Mo., made a business trip to Chicago last week.

T. E. Sledge, of May Bros., hardwood manufacturers, of Memphis, Tenn., spent several days in Chicago last week on business.

R. C. Biddle, manager of railroad and car material sales of the Central Coal & Coke Co., made a business trip to Chicago this week.

J. B. Knapp, of the Jos. B. Knapp Co., shingle and box shooq wholesaler, of Portland, Ore., made a business trip to Chicago this week.

Mandel Nieder, of the Hansen-Nieder Lumber Co., Seattle, Wash., spent a couple of days in Chicago this week getting a line on conditions.

J. L. Davis, manager of the Soo Lumber Co., Glidden, Wis., was in Chicago this week and reported having booked some orders for maple flooring.

William C. Krafve, of the Fidelity Lumber Co., Portland, Ore., stopped off in Chicago Oct. 9 on his return from an extended business trip to the East.

B. M. Minigus, of the Pickrel Veneer Co., New Albany, Ind., was a Chicago visitor last week, and reported that the veneer business was very satisfactory.

Frank Lewis, formerly of the Longview (Wash.) office of the Long-Bell Lumber Co., has recently joined the sales forces of the Chicago office of the company.

James S. Kemper, president Lumbermen's Mutual Casualty Co., attended a conference in Louisville, Ky., this week of mutual insurance men from all over the country.

Gregg & Co., engineers, of New York City, have been retained by a group of Chicago lumbermen to make a study and report on conditions in the retail lumber market of this city.

Fred N. Pantzer, secretary of the Pantzer Lumber Co., of Sheboygan, Wis., when in Chicago Wednesday reported that the retail business was fairly satisfactory in his section.

Ray Wiess, general sales agent of the Kirby Lumber Co., Houston, Tex., was a Chicago visitor this week and reported that his company is enjoying a satisfactory volume of business.

A. Q. Powell, western Michigan representative of the Hilgard Lumber Co., with headquarters at Grand Rapids, was in Chicago last Friday and Saturday conferring with the home office.

Among southern visitors to Chicago this week were P. F. Dunn, of the Ruddock Orleans Cypress Co., and H. C. Berceke, secretary-manager of the Southern Pine Association, both of New Orleans, La.

R. Kleinpell, of the Flint Lumber Co., Flint, Mich., accompanied by his wife, was in Chicago on Monday of this week en route home after attending the world series baseball games in St. Louis last week.

E. M. Dollarhide, of the Dollarhide Lumber Co., took part in the St. Louis lumbermen's golf tournament last Friday, and reports having had an enjoyable outing, notwithstanding the fact that he did not capture a prize.

H. A. Webster, of the Webster Veneer Co., made a business trip to Louisville, Ky., this week. He was originally from Danville, Ky., where he attended old Center College, before going to Chicago and entering the lumber industry.

Arthur Fromme, of the A. Fromme Lumber Co., of Terre Haute, Ind., has been named general chairman of a committee which will arrange a big fall carnival in West Terre Haute, Ind. Mr. Fromme is in charge of the company's lumber yard in West Terre Haute.

Robert Dollar, of San Francisco, Calif., well known lumberman and head of the Dollar Steamship Co., was the guest of the Chicago Association of Commerce on Wednesday, and left later in the week on his way back to the Coast after his fourth trip around the world.

H. C. Stone, of Peoria, Ill., president of the wholesale lumber company bearing his name, was in Chicago Oct. 13. He stated that flood conditions throughout that territory have curtailed business, and there are hundreds of acres of farm land still covered with water.

J. C. Rodahaffer, of the Penrod Walnut & Veneer Co., Kansas City, Mo., while in Chicago last Saturday on his way east to visit his mother in Piqua, Ohio, stated that the demand for veneers is good; lumber business shows considerable improvement, but logging conditions are unsatisfactory.

E. A. Thornton, president of the Lumbermen's Association of Chicago, was one of the party of prominent citizens headed by Mayor Dever, of Chicago, who last week visited the Sesqui-Centennial at Philadelphia on the occasion of the celebration of Illinois Day at the exposition.

George Houston, manager lumber sales; Earl Kenyon, manager of the sash and door department, and T. A. Kemp, manager of fir factory sales, of the Long-Bell Lumber Co., Kansas City, Mo., were in Chicago last week conferring with C. W. Lawrance, manager of the Chicago district.

J. Deutsch, of the Lake Independence Lumber Co., of Big Bay, Mich., stopped over in Chicago for a day this week en route to Detroit on a business trip. He said that Sales Manager Orr, who was recently injured in an automobile accident, has recovered and will be back on the job in a few days.

V. P. Childress, sales manager, and Walter Zweck, superintendent, of the Lathrop Lumber Co., southern pine and hardwood manufacturer, of Lathrop, Ala., made one of their periodical trips to Chicago this week, and reported that while business is not rushing they are optimistic over the outlook.

Frank F. Fish, secretary-treasurer of the National Hardwood Lumber Association, left the early part of the week for an extended eastern trip, during which he plans to visit Philadelphia, New York and other large cities in connection with association business. He expects to return to Chicago about Nov. 1.

J. A. Gillespie, manager of the northern sales office of the Peavy-Byrnes Lumber Co., on his return from a ten days' business trip to the eastern consuming territory, reported that he found both yard and consumers' stocks low, with conditions favorable for a healthy volume during the balance of the year.

Robert Carpenter, of New Orleans, La., southern manager of the Chicago Belting Co., who came to Chicago to attend the annual of the National Hardwood Lumber Association, spent some time at his company's headquarters, and took the opportunity of calling on many of his friends in the local lumber trade. Mr. Carpenter is a prominent factor in the belting industry, having made several records in big belt sales.

John D. Collins, of the John D. Collins Lumber Co., Seattle, Wash., wholesaler of Pacific coast products, was in Chicago last Saturday on his return from a month's business trip. From here he went to St. Louis, Kansas City and Denver, then on to the West Coast. Mr. Collins found eastern consumers buying largely from hand to month, and expressed the opinion that such methods would continue the balance of the year.

E. A. Lang, who for 25 years was connected with the Paepcke-Leicht and the Chicago Mill & Lumber Co. interests, 22 years in charge of sales for the latter concern, and who in the latter part of 1925 organized a hardwood commission firm under the title of "E. A. Lang Lumber Co.," has purchased a substantial interest in the automobile business of the J. W. Taft Co., of Elgin, Ill., which specializes in Cadillac cars, and will be vice president and treasurer of that company.

In the current issue of Chicago Commerce, the official publication of the Chicago Association of Commerce, there is an interesting article by N. C. Mather, general manager of the Lord & Bushnell Co., of Chicago, under this striking heading: "Tells value of lumber for building. Uses of wood in construction of homes are pointed out. Timber holds its own in spite of changed conditions." No doubt this article by Mr. Mather has been read with a great deal of interest by the business men of Chicago who are regular readers of Chicago Commerce, and should go far toward impressing them with the beauty and utility of wood construction.

George N. Lamb, secretary of the American Walnut Manufacturers' Association, reported that there is a scarcity of FAS, on which the price has advanced \$15; selects are \$5@10 higher, and No. 1 common is firming up. "The furniture business is picking up," said Mr. Lamb, "which means that these interests are buying more walnut. Export business is improving, but the boost in steamship rates from the Atlantic and Gulf ports will likely curtail foreign demand. Logging conditions are unsatisfactory; there are plenty of logs but rainy weather has prevented them being transported to the mills. Veneer plants have been kept going pretty steadily, but the sawmills have not been able to operate anywhere near capacity."

H. R. Macdonald has entered the commission lumber business on his own account, according to recent announcement, and will handle southern and western pines, making his headquarters at 7615 Kingston Avenue, Chicago. He has had twenty years' experience in the manufacture and sale of pine lumber. Seven years prior to 1926, Mr. Macdonald acted as manager of the wholesale department of the Wiles-Chipman Lumber Co. and president of the Macdonald-Becher Lumber Co., both of St. Louis, Mo. For the last six months Mr. Macdonald has been connected with J. L. Lane & Co., calling on the yard trade in the southern part of Chicago and adjacent territory, which position he relinquished to engage in business for himself.

To Handle Western Lumber

R. G. Keizer has recently opened an office in suite 977 of the Continental & Commercial Bank Building, 208 South La Salle Street, Chicago, and has established mill connections in the Inland Empire for Pondosa pine and mixed woods, British Columbia spruce, Idaho white pine and Douglas fir, also northern pine—Norway and white—and hemlock. Mr. Keizer is well and favorably known throughout the eastern consuming territory. He came to Chicago in 1914 and for three years handled the eastern business of the Idaho White Pine Manufacturers' Agency. In 1917 he became connected with the Weyerhaeuser Sales Co. as a district manager located at Tonawanda, N. Y., and early in 1920 was appointed eastern district manager with headquarters in Chicago, resigning this position in August to enter business on his own account. Mr. Keizer's long experience in the needs of consumers of western lumber will be of great advantage to him in conducting his own business.

Lumberman Will Address Students

The Agricultural & Mechanical College of Texas, located at College Station, one of the foremost institutions of its kind in the world, is this week celebrating its golden anniversary, the dates being Oct. 15, 16 and 17. The feature of this celebration will be an address to the student body, delivered on Oct. 16 by John H. Kirby, president Kirby Lumber Co., Houston, Tex., and nominee for the State legislature for the Houston district. Former students of this college are counted among the most substantial citizens in the United States. Many of these A. & M. alumni reside in Chicago, and a general homecoming of former students is expected to be held during the celebration of the golden anniversary. At the opening of the present session, the college had the largest enrollment in its history, more than 2,500 students being registered on the first day.

While known best as an outstanding lumberman, Mr. Kirby is recognized as a true friend of agriculture, and because of his vigorous advocacy of proper protection of agricultural products in the tariff laws, he has been greatly in demand for platform appearances all over the country. Readers of the AMERICAN LUMBERMAN will recall with interest a recent honor conferred upon Mr. Kirby when he was elected as a member of the A. & M. Club of Houston, Tex.

Activities of the Key Industries

In its Oct. 1 bulletin on business conditions, the seventh Federal Reserve district reports that the number of passenger automobiles manufactured in the United States during August totaled 379,111, an increase of 20 percent over the preceding month and an increase of 75.4 percent over August, 1925. Output of trucks aggregated 45,283, as compared with 39,592 in July, and 36,364 in the corresponding month a year ago. Retail sales of new cars in the middle West declined in August for the third successive month, while wholesale distribution showed an increase in the month-to-month comparison for the first time since April. Decreases in the number and value of cars sold at wholesale were recorded in the comparison with August, 1925, and the number and value of retail sales was higher. Stocks gained over the preceding month and a year ago. Deferred payment sales of 36 firms averaged 38.8 percent of their total retail sales in August, compared with 49 percent in July, and 45.8 percent in the corresponding month of 1925.

Furniture Shipments Showed Seasonal Gain

In comparison with July, orders booked during August by 19 furniture manufacturers in the seventh district declined 24.1 percent; they also totaled 7.6 percent below the volume of August a year ago, but were 27.9 percent heavier than in the corresponding month of 1924. Shipments showed a seasonal gain, totaling 13.3 percent more than in the preceding month. The amount forwarded averaged 0.8 percent below August, 1925, and 24.7 percent above the same month of 1924. Shipments aggregated slightly less than new orders booked, but the cancellations received brought

unfilled orders on hand at the end of August to 3.3 percent less than the amount held on July 31; a decline of 4.7 percent was recorded from August, 1925. As was the case in July, operations increased in the month-to-month comparison and showed a reduction from the corresponding month a year ago.

Agricultural Machinery Sales Increase

As compared with July, the aggregate value of agricultural machinery and equipment billed in August to domestic and foreign customers by 102 manufacturers in the United States increased 6.9 percent for the tractor, thresher and combined harvester group, 1.7 percent for all other (exclusive of barn supplies and pumps), and 12.4 percent for barn equipment, but declined 5.4 percent for agricultural pumps. Gains of 4.5 percent for the light group; 13.4 percent for heavy machinery; 24.6 percent for barn equipment, and 0.6 percent for pumps were shown in the comparison with a year ago.

Golden Anniversary of "Red Book"

The Lumbermen's Credit Association's officers and staff are receiving congratulations on the fiftieth anniversary of the time when the association first offered the service known today as "Clancy's Red Book Service." The reference book of this service is popularly known as the "Red Book," and is often referred to as the "Lumbermen's Bible."

This special credit agency, an independent organization, but affiliated with all branches of the lumber industry, was founded by Marshall D. Talcott and William Clancy in 1876, when the latter was only 18 years of age. Eight years later Mr. Clancy bought the interest of Mr. Talcott. He is still

WILLIAM CLANCY,
Chicago;
Founder of "Clancy's
Red Book Service."

president and executive head of the agency.

In the early history of the business he with one employee constituted the working force, and Mr. Clancy called in person on the Chicago lumbermen to secure the data for compiling a number of the special credit reports. The reference book published at that time contained only 400 pages and covered only the central States. The present edition contains over 1,800 pages and covers the United States and part of Canada.

The first subscriber to the service was Lyman L. Barbour, a lumberman, at whose suggestion the agency was started. It has developed from a subscription list of 200 in 1885 to the present 3,000 fully paid subscribers, located throughout the United States, Canada and Europe. This service was the first of its character offered to lumbermen and has maintained its position of leadership up to date, regardless of competitors who have come and gone.

There are associated with Mr. Clancy men and women who have been with him for over twenty-five years. One woman had been 38 years in the service when about seven years ago she was killed in an automobile accident. The organization has by far the largest number of persons thoroughly experienced in this very intricate line of business and the officers and staff number over seventy-five. About twenty years ago an office was opened in New York and the present manager has been in charge for twelve years.

The executive offices of the association are located at 608 South Dearborn Street, Chicago, and eastern headquarters are maintained at 35 South William Street, New York City.

Forest Engineers Make Surveys

A detailed survey of a large boundary of swamp hardwood timber in Louisiana is about to be made by James D. Lacey & Co., the well known timber estimators and appraisers, with headquarters in Chicago. The work will be undertaken by W. H. Wellington and J. M. Tinker, forest engineers connected with the Savannah (Ga.) office of the Lacey company, who have recently left for the scene of operations with a party of assistants. According to present plans, several other men from the company's Chicago office will also be engaged in this work.

In behalf of one of the Lacey company's clients

a detailed estimate and growth study on cut-over lands in southeast Georgia has recently been completed by Joseph Yenoso, W. H. Moore and N. J. Lauria, members of the forest engineering staff at Savannah, and these experts will leave shortly on a cruise of a mountain hardwood property in northern Georgia. It is intended to operate the southeast Georgia property upon a crop basis for the production of forest products. While detailed results of this particular investigation are not yet available, preliminary figures indicate that cut-over lands containing a good stand of second growth pine timber may be profitably operated upon a sustained yield basis.

Offers Improved Inspection Service

J. E. Jones, chief inspector of the Southern Pine Association, was in Chicago this week completing arrangements to open headquarters here for the inspection department, in line with a resolution adopted at the midsummer meeting of the Southern Pine Association in Memphis. The inspection headquarters in Chicago of the Southern Pine Association will be located at 6 North Michigan Avenue, with C. F. Bolden, district inspector, in charge. The opening of this office in Chicago will materially expedite the matter of inspections, and save much delay. Hereafter when there is any question as to grades in any shipment, all that will be necessary will be for the buyer to telephone the Southern Pine Association office, ask for an inspection and an inspector will be provided immediately for the work. Under the terms of this resolution, which was printed in the Sept. 25 issue of the AMERICAN LUMBERMAN, page 65, this inspection service is available on any southern pine lumber whether shipped by an association mill or not, in accordance with the conditions set forth in the resolution.

From Chicago, Mr. Jones went to Detroit to open a similar office there, which will be in charge of H. N. Hanbury, district inspector for that territory.

Shingle Expert Goes to Florida

The Red Cedar Shingle Bureau, responding promptly to the urgent call for a building ordinance expert to the Florida area, has sent E. F. Heywood, construction engineer from the Chicago office of the bureau, who may be reached in care of the Florida Lumber & Millwork Association, at Jacksonville, Fla. Mr. Heywood is already working with lumbermen, contractors and architects of several Florida cities, framing ordinances which will permit the use of the better grades of wooden shingles on residences outside the congested areas. The much exaggerated fire hazard of wooden shingles is overcome by the use of the best grades and, as the storms in the Gulf States during the last year have proved—there is no satisfactory substitute for a wood shingle roof in a storm.

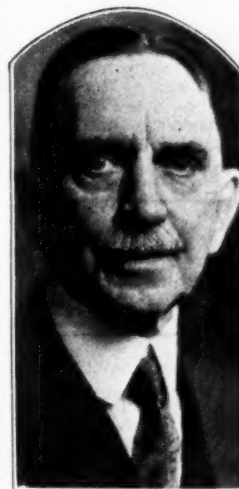
Retail Yard Sustains Fire Loss

Four or five sheds, five motor trucks and a number of trailers, together with most of the lumber stored in the yard, were destroyed by a fire of undetermined origin which swept the retail yard of the Rietz Lumber Co., 1820 North Central Park Avenue, Chicago, early Saturday morning, Oct. 9. A representative of the company stated that the burned sheds would be rebuilt as soon as the insurance adjusters had completed their inspection. The loss is covered by insurance. A considerable quantity of material owned by the Roddis Veneer & Lumber Co. was also consumed in the same fire.

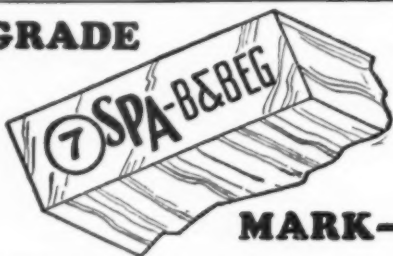
Mississippi Invites Illinois

Tuesday, Oct. 19, has been designated as Illinois Day at the Mississippi State Fair, Jackson, Miss., and Illinois, the home State of Abraham Lincoln, has been invited by Mississippi, the home State of Jefferson Davis, to participate in a celebration on that day. Gov. Len Small and Mayor William E. Dever, of Chicago, have accepted the invitation and appointed an Illinois Day committee, of which Edward Hines, president of the Edward Hines Lumber Co., is general chairman. The Illinois Manufacturers' Association, Chicago Association of Commerce, Illinois Chamber of Commerce, and Illinois-Eastern Iowa District Kiwanis International, all are co-operating and it is hoped that there will be a large attendance of citizens from Chicago and other parts of Illinois at this notable event. Hon. Frank O. Lowden, ex-governor of Illinois, will be the principal speaker.

For this occasion the Illinois Central Railroad has put on a one-fare rate for the round trip, and for those who desire it, an all-expense tour which includes an interesting trip to the Mississippi Gulf Coast and other points in Mississippi.



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This includes visits to Biloxi, Gulfport, Pass Christian and Ocean Springs on the coast, with stopovers at Hattiesburg and Laurel, both important lumber producing centers and both offering to the visitors excellent golf courses.

Announces Addition to Sales Staff

TACOMA, WASH., Oct. 9.—A. H. Landram, sales manager, St. Paul & Tacoma Lumber Co., has announced the addition to the sales staff of that company, of W. K. Moore, P. O. Box 1024, Billings, Mont., whose territory will include Montana and Wyoming. Mr. Moore has had a long and varied experience selling to the retail lumber trade in these States, having gone to Montana in 1906 as a representative of the Huttig Manufacturing Co., of Muscatine, Iowa, and later being sales representative of Schwager & Nettleton and the Clear Lake Lumber Co. Mr. Moore not only is thoroughly familiar with the trade requirements, but is fully posted on manufacturing, and with this combined knowledge and experience should be able to render a splendid service to the retail trade.

A Leader in Jersey's Lumber Industry

NEWARK, N. J., Oct. 11.—Spencer D. Baldwin, head of the Baldwin Lumber Co., Jersey City, is also president of the Hudson County group of lumbermen, one of the best organized groups affiliated with the New Jersey Lumbermen's Association. The Baldwin Lumber Co. is the oldest, as well as one of the largest lumber concerns in northern New Jersey. Mr. Baldwin is noted for his philanthropy and aside from his lumber connections is interested



S. D. BALDWIN, Jersey City, N. J.; Prominent in Association Work

in a great number of public and private ventures in the State.

Mr. Baldwin was born in Hackensack in what is now the heart of the business section of that city. The exact site of the old homestead is now occupied by a garage. As a boy he attended the public schools of the city and upon the completion of his education he started out to learn the lumber business.

His apprenticeship was served under the capable tutelage of his father, who in 1876 started a lumber business in Jersey City. It is now owned and managed by Spencer D. Baldwin, who after thirty-six years ranks as one of the leaders of the lumber industry in New Jersey.

He was elected mayor of Hackensack in 1920, but after serving four years he refused to seek public office again and since has held aloof from politics. He became mayor solely to be in a position to establish some city improvements and when these were accomplished, he says, he felt his mission in public life had been fulfilled.

Mr. Baldwin belongs to a number of clubs and is a Mason and an Elk. His father was John D. Baldwin, who also held a high place in the lumber industry.

Hand Table Bolter for Small Logs

A handy, easily operated hand table bolter for small logs, cants or slabs, with an effective dogging device, has recently been placed on the market by the American Saw Mill Machinery Co., of Hackettstown, N. J. In order to secure the greatest strength and at the same time provide against undue weight, the carriage or table is made entirely of iron and steel. It travels on a V track and V guides and is, therefore, accurate in its movement. The flat track overhangs and gibs are provided to prevent the carriage from leaving the track.

The dogging device is unique and effective. The dog block slides in a slot in the table. A pawl engages the rack and when the operating handle is pressed downward the dog is forced into the end of the log. When the handle is raised the pawl is disengaged and the dog block may be pulled back. The dog block slides freely in the slot and may be instantly adjusted for any length of log from 12 to 50 inches. The operating handle

is provided with a large shield effectively guarding the operator's hand at the end of the stroke. At the forward end of the carriage a stop is provided against which the end of the log is pressed in dogging. No dog is needed here as the teeth on the sliding dog prevent a round log from turning.

The gage can be quickly adjusted to saw material of any width between saw and gage up to 9 inches. This gage is provided with a hinged fence which may be thrown back in taking off a slab. Logs up to 10-inch diameter may be split through the middle with a 30-inch saw. The mandrel is sufficiently heavy to withstand the necessary power and is regularly fitted with a pulley 6-inch diameter and 6-inch face. Larger diameter pulley may be used. Saws up to 30-inch diameter may be used and one 30-inch saw is furnished with each machine. A splitter is placed behind the saw to prevent finished material from riding the saw.

The capacity necessarily depends upon the character of the work and the skill of the operator, but on account of the light carriage the operator can move quickly and without tiring. There are many uses to which a machine of this type is adapted, such as bolting lath material, flattening mine ties, sawing squares for handle or chair stock, or for reducing slabs or small logs to any of the various salable byproducts.

This new hand table bolter No. 938 is described in an illustrated circular by the American Saw Mill Machinery Co., which will be glad to supply further details of this equipment to interested parties.

SASH, DOORS and MILLWORK

There is some improvement in the volume of local business coming to Minneapolis and St. Paul (Minn.) factories, due to a little revival of building activity. The rural demand is spotted, as it has been all season, and as farmers are very busy, there is little doing outside the villages. Prospects are for some improvement in the rural yard trade soon, however. There is no likelihood of new price lists in the immediate future, as changes in discount rates are slight.

Sash and door and interior finish plants at Duluth, Minn., report sufficient bookings on hand to maintain them at full time operation. Prices are being well maintained all through the list. Steadiness characterizes demand for millwork, doors and sash in Columbus, Ohio. With active building operations going forward the mills are fairly busy, with orders booked for a few weeks ahead. Owing to strong competition prices are rather low. Door and sash factories are busy on stocks for the winter.

Sales managers of Kansas City (Mo.) plants say that the fall outlook is not nearly so good as it was last year. Local demand is light and not much special work is offered from outside. Demand for yard stock is quiet, and prices on all items are weak.

The Buffalo (N. Y.) door plants and planing mills report trade in fair volume, and it is expected that this month's business will show improvement over that of September. Country demand in some sections has been curtailed by the low prices received by the fruit growers this autumn.

The Baltimore (Md.) sash and door men are not enthusiastic over the latest developments in the sash trade. Orders for special sizes of millwork are perhaps as large as before, but the demand from the speculative builders who ordinarily use stock sizes has narrowed appreciably. The number of dwellings put up during the spring and summer still upon the market for sale is large, and much money is thus tied up, with the result that the launching of new operations is under a handicap.

The sash and door factories of Los Angeles, Calif., and its environs, are working full time to keep abreast of their orders, and some mills report orders enough on their books to keep them running for another month. Prices are strong and reserves fairly large for this time of the year.

Reviewing the glass market for the last week the American Glass Review says: "Window glass showed improved demand, the most gratifying feature being the fact that this demand was not confined to any one section but was widespread. There seemed little doubt in the mind of several larger distributors that the fall business was well under way at a pleasing rate. The situation in window glass on the Pacific coast remains quite competitive due to the presence of much imported glass, and the new price reduction of the American Window Glass Co., quoting 90 off A single and double and 80 and 4 off B single and double was in effect."

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Were awarded highest honors Panama-Pacific International Exposition
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ALSO ALASKA-YUKON PACIFIC EXPOSITION
AXES-LOGGING TOOLS AND DROP FORGINGS. Daily factory capacity 35000 Axes & Tools

Latest Reports on Lumber Prices

SOUTHERN PINE

The following f.o.b. mill prices are taken from sales made during week ending Oct. 9 in sections named:

Shreveport, La.			Hattiesburg, Miss.			Kansas City, Mo.			Shreveport, La.			Hattiesburg, Miss.			Kansas City, Mo.		
Flooring																	
1x3" EG A		80.00	B&better	71.38	72.40	70.39	58.00	59.00	60.00	2x 4", 10'	28.89	27.45	28.50	2x 4", 10'	19.00	22.00	22.00
No. 1		71.38	No. 1	60.00	56.46		1x6" to 12"	53.00		12'	27.45	23.67	29.72	No. 1	37.25	32.00	34.87
No. 2		37.50	No. 2	37.50	38.69		1x8"	48.80	45.08	16'	30.42	28.26	31.51	No. 2	33.50	33.50	42.25
FG B&better		51.00	FG B&better	51.00	51.77		1x5 and 10"	59.50	60.46	18 & 20'	35.00		35.21	1x10"	41.50		42.25
C		31.00	C	31.00			5/4x4"		64.75					Other lgts.	41.50		
D			D		39.06		5/4x6"		64.75					No. 2 (10 to 20')	23.24	23.13	22.94
No. 1		31.00	No. 1	44.28			5/4x8"		64.75					1x10"	23.67	23.29	23.94
No. 2		18.46	No. 2	18.46	25.49		5/4x5" & 10"		80.25					No. 3 (all lengths)			
1x4" EG B&better		70.03	1x4" EG B&better	70.03	70.22		5/4x12"		80.25					1x 8"	18.25	16.99	18.77
C		47.50	C	47.50			1 1/2 & 2x4 to 12"		61.00					1x10"	18.65	18.35	19.15
D			D		45.28		6/4 & 8/4x6"		56.25					Longleaf Timbers			
No. 1		47.50	No. 1	47.50	48.41		B&better surfaced:							No. 1 Sq.E&S S4S, 20' & under:			
FG B&better		47.50	FG B&better	47.50	48.41		1x6 to 12"		56.65					4"	30.75	22.50	
B		46.46	B	46.46			1x4"		50.57					8"	34.20	22.92	30.18
D			D		39.76		1x6"		57.28					10"	34.20		34.05
No. 1		39.10	No. 1	39.10	38.45		1x8"		57.51					12"	42.00		43.84
No. 2		23.55	No. 2	23.55	19.28		1x5 & 10"		68.37					14"	48.00		49.56
No. 3		24.86	No. 3	24.86	13.50		1x12"		72.48					Shortleaf Timbers			
1x6" No. 1, C. M.		36.45	1x6" No. 1, C. M.	36.45			5/4x4"		65.50					No. 1 S4S, 20' & under:			
No. 2, C. M.		21.52	No. 2, C. M.	21.52	20.74		5/4x6"		65.50					4"	30.75	22.50	
Ceiling																	
1/2x4" B&better		36.00	1/2x4" B&better	36.45	37.59		5/4x8"		65.50					6"	34.20	22.92	
No. 1			No. 1	29.63			5/4x5" & 10"		83.00					8"	42.00		
No. 2			No. 2		18.36		1 1/2 & 2x4 to 12"		70.00					10"	48.00	25.50	
3/4x4" B&better		38.35	3/4x4" B&better	38.35	36.88		6/4 & 8/4x4"		72.77					12"	29.81		
No. 1		32.86	No. 1	32.86	30.90		6/4 & 8/4x8"		72.77					Plaster Lath			
No. 2		20.50	No. 2	20.50	18.34		6/4 & 8/4x5" & 10"		82.61					No. 1, 3/4" x 4"	4.55	4.82	4.64
No. 3			No. 3		9.00		6/4 & 8/4x12"		82.01					No. 2, 3/4" x 4"	3.52	3.52	3.68
1/2x4" B&better		44.04	1/2x4" B&better	44.04			O surfaced:							Byrkit Lath			
No. 1		35.34	No. 1	35.34			1x6 to 12"		44.49					4 & 6'	13.00		13.98
No. 2		22.00	No. 2	22.00			1x8"		38.72					8 & 10'	17.00		15.95
Partition																	
1x4 & 6" B&better		47.82	1x4 & 6" B&better	47.82			1x8"		45.72					12' & longer	23.50		15.95
No. 1		40.00	No. 1	40.00	42.00		1x5 & 10"		45.92					Car Material			
No. 2		24.00	No. 2	24.00	25.00		5/4x4"		63.00					(All 1x4 & 6"):			
1x6" B&better		52.00	1x6" B&better	52.00	26.25		1 1/2 & 2x4 to 12"		56.00					B&better, 9 & 18'	50.71		50.71
Bevel Siding																	
1/2x6" B&better		35.00	1/2x6" B&better	35.00			Boards, S1S or S2S							10 & 20'	45.00		44.00
3/8x6" B&better		43.00	3/8x6" B&better	43.00			No. 1—							8'	35.00		35.00
Drop Siding																	
1x4 or 6" B&better		45.14	1x4 or 6" B&better	45.57	46.16		1x 8", 14 & 16'		36.07					16'	45.25		45.25
No. 1		40.24	No. 1	40.53	43.56		Other lgts.		38.00					18'	21.77		21.77
No. 2		28.00	No. 2	23.67	30.07		1x10", 14 & 16'		40.42					18' & 20'	19.22		19.22
No. 3		10.00	No. 3	10.00			Other lgts.		42.52					2x 6", 18'	21.77		21.77
Jamb																	
B&better:			B&better:				1x12", 14 & 16'		52.06					2x 8", 18'	25.00		25.00
1/4, 1/2 & 2x4 & 6"		81.00	1/4, 1/2 & 2x4 & 6"	81.00			Other lgts.		50.57					2x 10", 12'	23.00		23.00
Fencing, S1S																	
No. 1—			No. 1—				No. 2 (all 10 to 20')							2x 12", 12'	20.00		20.00
1x4", 16'		35.93	1x4", 16'	35.93	35.93		1x6 to 12"		23.77					16'	25.33		25.33
Other lgts.		37.35	Other lgts.	37.35	35.93		1x8"		23.75					18 & 20'	34.00		34.00
1x6", 16'		42.33	1x6", 16'	42.33	42.33		1x10"		25.03					18' & 20'	28.90		28.90
Other lgts.		40.78	Other lgts.	40.78	42.33		1x12"		28.82					18 & 20'	34.00		28.85
No. 2 (all lengths):			No. 2 (all lengths):				Boards, S1S or S2S							2x 12", 10'	28.00		28.00
1x4"		18.87	1x4"	18.87	18.25		No. 1—							12'	24.57		24.57
1x6"		20.79	1x6"	20.79	21.46		1x6 to 12"		23.77					16'	25.33		25.33
No. 3 (all lengths):			No. 3 (all lengths):				1x8"		23.75					18 & 20'	34.00		30.92
1x4"		13.15	1x4"	13.15	13.89		1x10"		25.03					18 & 20'	14.20		14.50
1x6"		16.00	1x6"	16.00	17.33		1x12"		28.82					2x6"	15.50		13.57
Moldings																	
1 1/2" and under		.26 percent discount	1 1/2" and under	.26 percent discount			No. 2							2x8"	15.93		15.93
1 1/2" and over		.21 percent discount	1 1/2" and over	.21 percent discount			No. 3							2x10"	14.50		16.25
Roofers																	
No. 2, 1x6"		22.51	No. 2, 1x6"	22.51			No. 4, all widths & lengths		5.00					2x12"	16.39		16.39
1x8"		22.22	1x8"	22.22			Shiplap							No. 1	34.87		34.87

ARKANSAS SOFT PINE

The following are current f.o.b. mill prices on Arkansas soft pine made during the week ended Oct. 8:

Flooring			Finish—Dressed			Dimension—Dressed			S2S&CM—Shiplap				
Edge grain—	1x3"	1x4"	B&better "C"			No. 1			No. 1				
"A"			1x4"	\$67.50	\$52.25	12, 14, 10, 18,			1x 6"	\$37.25	\$22.00	No. 2	
B&better	\$80.00	71.00	1x6"	70.50	54.00	16			1x 8"	36.75	23.50	No. 2	
"B"		68.50	1x5, 8, 10"	73.25	56.00	20			1x10"		23.75	18.50	
Flat grain—			1x12"	74.50	58.00	2x 4"	\$25.00	\$26.50	Ceiling and Partition				
B&better	57.50	46.00	1 1/4, 1 1/2, 2"x4 to 8"	76.00		2x 6"	21.25	23.25	Cig.	Cig.	Cig.	Part.	
No. 1	45.75	39.00	1 1/4, 1 1/2, 2"x5, 10, 12"	78.00		2x 8"	22.00	24.00	B&better	\$39.00	\$42.50	\$45.00	\$48.00
No. 2	23.50	23.00	Fencing and Boards			2x 10"	24.50	26.25	No. 1	35.50	37.50		
Moldings													
1 1/2" and under	.26 percent discount		1x 4"	\$35.00	\$18.00	2x 12"	26.00	28.25	No. 2	21.00			
1 1/2" and over	.21 percent discount		1x 6"	37.50	22.00	Casing and Base			Lath				
Roofers													
No. 2, 1x6"	22.51		1x 8"	36.50	23.50	1x4, 6"	\$74.50		No. 1				
1x8"	22.22		1x10"	37.00	23.75	1x5, 10, 12"	80.00		No. 2				
Shiplap													
No. 1, rgh., 26 to 28'													
6x8", 8', 90% hrt... 35.00													
7x8", 9', 90% hrt... 37.00													

WISCONSIN HEMLOCK

The following are f.o.b. mill prices on Wisconsin hemlock:

No. 1 HEMLOCK BOARDS, S1S—						HEMLOCK, No. 1, S1S1E—					
8'	10-14'	16'	18-20'	8-16'		8'	10-14'	16'	18-20'	22-24'	
1x 4"	\$27.00@28.00	\$28.00@28.50	\$29.50@30.00	\$32.00@32.50	\$28.50@29.00	2x 4"	\$30.50@31.00	\$30.00@32.00	\$31.50@32.00	\$34.00@36.00	\$35.00@36.00
1x 6"	29.50	30.00	29.50	31.00	32.00	32.50	35.00	31.00	33.00	35.00	36.00
1x 8"	31.50	32.00	32.50	33.00	34.00	34.50	37.00	37.50	33.00	33.50	35.00
1x10"	32.50	33.00	33.50	34.00	35.00	36.00	38.00	38.50	33.50	34.00	36.00
1x12"	33.50	34.00	34.50	35.00	36.00	36.50	39.00	39.50	34.50	35.00	37.00
For merchantable S1S, deduct \$3 from price of No. 1; for No. 2, deduct \$5.											
For shiplap or flooring, add 50 cents to prices of No. 1 boards.											
No. 3 hemlock rough, 6' and longer; 2x4" and wider, \$17@19; 1x4" and wider, \$18@20.											

NORTHERN PINE

Duluth, Minn., Oct. 11.—Prices of northern pine are steady, being as follows, f.o.b. Duluth:

COMMON BOARDS, ROUGH—

Table with columns for board sizes (No. 1, 2, 3) and lengths (6', 8', 10', 12', 14', 16', 18', 20').

For all white pine, Nos. 1 and 2, add \$1.

Boards, 6 to 20', 8, 10 and 12", No. 4, \$30; No. 5, \$21.

For S1 or 2S, add 75 cents; S1S1E, add \$1; for resawed, add \$1.

Drop siding, grooved, roofing and O.G. shiplap, 8' and up, add \$1.50.

Shiplap and D&M, 8' and up, add \$1.25.

No. 1 Piece Stuff, S1S1E—

Table with columns for board sizes (2x 4", 2x 6", 2x 8", 2x10", 2x12") and lengths (6', 8', 10', 12', 14', 16', 18', 20').

No. 2 piece stuff, \$3 less than No. 1; pine, rough, deduct 75 cents; D&M or S4S, add \$3.

Minnesota larch, 2x4- and 2x6-inch, \$3 under Norway pine.

FENCING, ROUGH—

Table with columns for fence types (No. 1, 2, 3, 4) and lengths (6', 8', 10,12&14', 16', 18&20').

No. 4, 6-foot and longer, mixed widths, 4", \$24; 6", \$28.

5" fencing same as 6".

All white pine, Nos. 1 and 2, add \$1.

S1 or 2S, add 75 cents; S1S1E, add \$1.

Flooring, 3/4- and 1/2-inch ceiling, or beveled well tubing, add \$2.

Drop siding or partition, add \$1.50.

Well tubing, D&M and beveled, add \$2.

SIDING, 4 AND 6", 4 TO 20"—

Table with columns for siding types (B&better, C, D) and lengths (4", 6").

Siding may contain not to exceed 20 percent of 4- and 9-foot.

Siding run to O.G. \$2 a thousand extra; product of the strip as it grades.

Beaded ceiling, 3/4-inch, \$1.50 more than same grade of siding.

NORTH CAROLINA PINE

Norfolk, Va., Oct. 11.—Following are typical average f.o.b. Norfolk prices made during the week ended Oct. 8, as reported to the North Carolina Pine Association:

Rough:

Table with columns for board sizes (4/4, No. 2 & better edge, No. 3 edge, No. 1 edge box, No. 2 edge box) and prices.

Table with columns for board sizes (1x 6", 1x 8", 1x10", 1x12") and prices.

Edge, No. 2 & better, 5/4, 6/4.

No. 1 lath.

Dressed:

Table with columns for board sizes (Flooring, 13/16", No. 2 & better, 2 1/2", No. 3, 2 1/2", 2" factory flooring, Bark strip partition, Box bark strips) and prices.

Roofers—

Table with columns for board sizes (1x 6", 1x 8", 1x10", 1x12") and prices.

*F.o.b. Georgia-Alabama points of manufacture.

RED CEDAR SIDING

Seattle, Wash., Oct. 9.—Prices of red cedar lumber, new bundling, 8-18", f.o.b. mill, are:

Table with columns for board sizes (4-inch, 5-inch, 6-inch, 8-inch, 10-inch) and prices.

Clear Bungalow Siding, 3/4-Inch

Table with columns for board sizes (8-inch, 10-inch, 12-inch) and prices.

RED CEDAR SHINGLES

Seattle, Wash., Oct. 9.—Eastern prices f.o.b. mill are:

Table with columns for shingle grades (First Grades, Standard Stock, First Grades, Rite-Grade Inspected Stock, Second Grades, Standard Stock) and prices.

WESTERN PINES

Spokane, Wash., Oct. 11.—Following are current prices, f.o.b. mill, which became effective Aug. 19:

Pondosa Pine, 16-Foot, Inch—

Table with columns for board sizes (4", 6", 8", 10", 12") and prices.

Pondosa Pine Shop—

Table with columns for board sizes (5/4 & 6/4, 8/4, 4/4) and prices.

Idaho White Pine, 16-Foot—

Table with columns for board sizes (4", 6", 8", 10", 12") and prices.

White Fir, 6- to 20-Foot, Inch—

Table with columns for board sizes (Nos. 1 & 2, No. 3, No. 4) and prices.

[Special telegram to AMERICAN LUMBERMAN]

Portland, Ore., Oct. 11.—The following are f.o.b. Chicago prices on Pondosa pine shop, S2S:

Table with columns for board sizes (5/4 and 6/4, 8/4) and prices.

Above shop prices are for shipments of No. 3 and better. For straight cars of specified grades, add \$5.

CALIFORNIA PINES

San Francisco, Calif., Oct. 11.—The following information is compiled from the report of the California White & Sugar Pine Manufacturers' Association and shows average prices for the week ended Oct. 9:

Table with columns for California White Pine (No. 1&2clr, C sel, D sel, No. 3 clr), Mixed Pine, White Pine Shop, Douglas Fir, and White Fir.

DOUGLAS FIR

[Special telegram to AMERICAN LUMBERMAN] Portland, Ore., Oct. 13.—F.o.b. mill prices on actual sales of fir, direct and wholesale, made by member mills of the West Coast Lumbermen's Association, Oct. 10 to 12, were as follows:

Table with columns for board sizes (1x4", 1x3", 5/4x4") and prices.

Vertical Grain Flooring

Table with columns for board sizes (1x4", 1x6") and prices.

Flat Grain Flooring

Table with columns for board sizes (1x4") and prices.

Mixed Grain Flooring

Table with columns for board sizes (1x4") and prices.

Ceiling

Table with columns for board sizes (5/4x4", 1x4") and prices.

Drop Siding, 1x6"

Table with columns for board sizes (106, 117, All) and prices.

B&better Finish, Kiln Dried and Surfaced

Table with columns for board sizes (1x6", 1x8", 1x10", 1x12") and prices.

Common Boards, and Shiplap

Table with columns for board sizes (No. 1, No. 2, No. 3) and prices.

Dimension

Table with columns for board sizes (No. 1, 2" thick) and prices.

Table with columns for board sizes (4", 6", 8", 10", 12") and prices.

Table with columns for board sizes (2x4-inch, 8-foot, 16; 10-foot, 17.50; 2x6-inch, 10-foot, 15).

Table with columns for board sizes (Random— 2x4", 2x6", 2x8", 2x10", 2x12") and prices.

Table with columns for board sizes (No. 2, No. 3) and prices.

No. 1 Common Timbers

Table with columns for board sizes (3x3 to 4x12" to 20', surfaced) and prices.

Table with columns for board sizes (5x5 to 12x12" to 40', rough) and prices.

Table with columns for board sizes (5x5 to 12x12" to 40', surfaced) and prices.

Fir Lath

Table with columns for board sizes (No. 1, 1 1/2 x 4', dry) and prices.

B&better, Flat Grain Car Siding, 9 or 18'

Table with columns for board sizes (1x4", 1x6") and prices.

CROSS TIES

St. Louis, Mo., Oct. 11.—The following cross tie prices prevail f.o.b. St. Louis:

Table with columns for cross tie types (No. 5, 7x9", 8', 9-inch face; No. 4, 7x8", 8', 8-inch face; No. 3, 6x8", 8', 8-inch face; No. 2, 6x7", 8', 7-inch face; No. 1, 6x6", 8', 6-inch face) and prices.

WEST COAST LOGS

[Special telegram to AMERICAN LUMBERMAN]

Portland, Ore., Oct. 11.—Present log quotations

Cedar: \$17, \$15. Yellow fir: \$22, \$17 and \$12. Red fir: \$17, \$10, \$15.50 and \$15. Spruce: \$25, \$19 and \$13. Hemlock: \$13, \$12 and \$11.

Everett, Wash., Oct. 9.—Log market quotations:

Fir: Firm, No. 1, \$24 to \$25; No. 2, \$18 to \$19; No. 3, \$12 to \$13. Cedar: Easy. Rafts of shingle logs only, \$18 base; 25 cents added for each one percent of lumber logs. Hemlock: Steady. No. 2, \$13 to \$14; No. 3, \$11 to \$12. Spruce: \$1 higher than fir.

WEST COAST SPRUCE

[Special telegram to AMERICAN LUMBERMAN]

Portland, Ore., Oct. 11.—The following are prices for mixed cars prevailing here today:

Table with 2 columns: Finish (1x12, 1x4-10) and Factory stock (1, 1 1/4, 1 1/2, 2). Prices range from \$29.00 to \$34.00.

SOUTHERN PINE TIES

New York, Oct. 11.—Following are quotations on southern pine railroad ties, f.o.b. New York:

Table with 2 columns: Tie size (All 8' 6", 7x9, 7x8, 6x8) and Price (\$1.40 to \$1.85).

CYPRESS

St. Louis, Mo., Oct. 11.—The following are current quotations on cypress, f.o.b. St. Louis:

Table with 4 columns: New Grades (4/4, 5/4, 6/4, 8/4, 10/4, 12/4, 16/4), Tank, Selects, Shop, Box. Prices range from \$32.75 to \$116.75.

Table with 3 columns: Common Rough (1x4-10, 1x12), No. 1, No. 2, No. 3. Prices range from \$31.75 to \$52.75.

Table with 4 columns: Finish, S1S or S2S (1x4-10, 1x12, 1x14, 1x16), Heart, A, B, C, D. Prices range from \$110.00 to \$137.00.

Table with 4 columns: Bungalow Bevel Siding (1 1/2 x 8, 1 1/2 x 10), A, B, C & btr. Prices range from \$63.25 to \$74.75.

Table with 4 columns: Yellow Cypress (4/4, 5/4, 6/4, 8/4, 10/4), Factory, No. 1, No. 2. Prices range from \$26 to \$72.

Table with 4 columns: Boards (1x 6, 1x 8, 1x10, 1x12), No. 1 com, No. 2 com, 1" random. Prices range from \$35.00 to \$42.50.

CYPRESS SHINGLES & LATH

Cincinnati, Ohio, Oct. 12.—The following are average wholesalers' carlot prices today f.o.b. Cincinnati:

Table with 4 columns: Shingles (3", 4", 5", 6"), Best, Primes, Economies. Prices range from \$3.90 to \$5.70.

Table with 2 columns: Lath, 4-Foot, 3/8 x 1/2-Inch (No. 1, No. 2). Prices range from \$7.90 to \$8.90.

OAK FLOORING

The following are average prices, Memphis base, obtained for oak flooring during the week ended Oct. 2, as reported by the Oak Flooring Manufacturers' Association:

Large table with 4 columns: Clr. qtd. wht., Clr. qtd. red., Sel. qtd. w.&r., Clr. pln. wht., Clr. pln. red., Sel. pln. wht., Sel. pln. red., No. 1 common, No. 2 common. Prices range from \$104.06 to \$128.74.

POPLAR

Cincinnati, Ohio, Oct. 11.—The following are average wholesalers' carlot prices, Cincinnati base, on poplar:

Table with 4 columns: SOFT TEXTURE (4/4, 5/4&6/4, 8/4), VALLEY (90@95, 95@100, 100@105). Prices range from \$25 to \$100.

POPLAR BEVEL SIDING

Louisville, Ky., Oct. 11.—The poplar siding demand continues fair, as a result of continued building of frame homes. Prices are very steady:

Table with 4 columns: Clear, Select, No. 1, No. 2 (6-inch, 5-inch, 4-inch). Prices range from \$22 to \$55.

HARDWOOD INSTITUTE PAST SALES REPORT

Memphis, Tenn., Oct. 11.—The following is a summary of Chicago/Cleveland average hardwood prices obtained during the week ended Oct. 5, as reported to the Hardwood Manufacturers' Institute:

Large multi-column table with 5 main sections: RED GUM, BLACK GUM-CONT'D, WHITE OAK-CONT'D, ASH-CONT'D, CHESTNUT-CONT'D. Each section lists various grades and prices.

"SOFT TEXTURE" SOUTHERN HARDWOODS

Cincinnati, Ohio, Oct. 11.—Average wholesale prices, carlots, Cincinnati base, on Virginia, West Virginia and Tennessee hardwoods today:

Table with columns for wood types (Quartered White Oak, Quartered Red Oak, Plain White and Red Oak, Hickory, Maple, White Ash) and grades (4/4, 5/4&6/4, 8/4). Includes prices for FAS, Selects, No. 1, 2, 3 com.

NORTHERN HARDWOODS

The following list represents present value of hardwoods, f. o. b. Lower Michigan mills:

Table with columns for wood types (Basswood, Beech, Birch, Soft Elm, Hard Maple, Hard Maple Flooring Stock, Soft Maple, End Dried White Maple) and grades (4/4, 5/4, 6/4, 8/4). Includes prices for FAS, Selects, No. 1, 2, 3 com.

HARDWOOD FLOORING

Sales by Michigan and Wisconsin flooring mills of maple, beech and birch flooring, as reported to the Maple Flooring Manufacturers' Association, averaged as follows, f.o.b. cars flooring mill basis, during the week ended Oct. 9:

Table showing flooring prices for Maple (1 1/2", 2", 2 1/2", 3") and Clear (No. 1, Factory) with prices ranging from \$33.43 to \$70.50.

VALLEY HARDWOODS

Cincinnati, Ohio, Oct. 11.—Average wholesalers' prices, carlots, Mississippi Valley woods, Cincinnati:

Table with columns for wood types (Gum, Cottonwood, Quartered White Oak, Quartered Red Oak, Plain White and Red Oak, Soft Elm) and grades (4/4, 5/4&6/4, 8/4). Includes prices for Qtrd. red, Plain red, Sap, Spot worms N., D log run.

BLACK WALNUT

Cincinnati, Ohio, Oct. 11.—The following are today's prices on American black walnut f.o.b. Cincinnati:

Table showing Black Walnut prices for FAS (4/4, 5/4, 6/4, 8/4) and Selects (4/4, 5/4, 6/4, 8/4) with prices ranging from \$175 to \$245.

PHILADELPHIA PRICES

Philadelphia, Pa., Oct. 12.—Wholesale prices secured from authoritative sources exclusively for the AMERICAN LUMBERMAN through the courtesy of Gregg & Co., of the Philadelphia Retail Board of Trade, are as follows:

Table with columns for wood types (Southern Pine, Longleaf Pine, North Carolina Pine, Kiln Dried North Carolina Roofers, Red Cedar Bevel Siding, Maple Flooring, Western White Pine, Lath) and grades (No. 1, 2, 3, 4). Includes prices for various sizes and types of lumber.

For Editorial Review of Current Market Conditions See Page 47

NORTHERN PINE

MINNEAPOLIS, MINN., Oct. 12.—Trade in northern pine continues to hold up well, with orders small but frequent. Country yards are not selling much, as farmers are extremely busy. There is considerable territory where trade is light and will continue so. Price lists are well adhered to except on a few surplus items.

BUFFALO, N. Y., Oct. 13.—Prices of northern pine are held down to some extent by the competition of other woods, especially from the Pacific coast but, owing to the lateness of the season and the rather small cut, the Canadian mills have no great amount of stock and this fact has a tendency to maintain prices.

BOSTON, MASS., Oct. 12.—The northern pine trade is quiet. Prices are unchanged. Retail yards are taking some mixed cars. Industrials are buying only for current needs. The tendency of western woods to ease off restricts the market.

NEW YORK, Oct. 11.—Prices have remained stationary, probably due to light supplies and the fact that mills are showing little disposition to press matters. Seasonable arrivals have been ample.

EASTERN SPRUCE

BOSTON, MASS., Oct. 12.—Demand for eastern spruce frames is quiet. Manufacturers able to ship promptly are quoting \$38 base on any-

thing except difficult schedules. Some wholesalers are booking a fair volume of orders for Provincial random. The bulk of the trading in scantling is at \$33. Boards are selling slowly in competition with roofers from the South and bargains in West Coast stock, and prices are barely steady. Furring is dull and carload lots of 2-inch are offered at \$32.

NEW YORK, Oct. 11.—Some large sales of spruce were reported last week. Generally, however, mills are not paying a great deal of attention to the local market. Prices are firm, but put spruce at a great disadvantage here.

WHITE CEDAR

MINNEAPOLIS, MINN., Oct. 12.—There is a fair volume of orders for posts coming from a wide area. Prices are steady as they will not permit of much shading. Pole business has been contracted for, but there is some call yet for shorter lengths. There is a real scarcity of 20-foot stock and of 25-foot poles in small sizes, and higher quotations are being made on them.

HARDWOODS

CHICAGO, Oct. 13.—The demand for northern hardwoods is still active, automobile and furniture interests buying rather freely. Mill stocks are not burdensome, some items being scarce. Prices hold firm. Southern hardwood orders have fallen off since the first of the month. There is no great accumulation of stocks at the mills, and in consequence prices are strengthening.

NEW ORLEANS, LA., Oct. 11.—By local report, domestic call is quieter, though there are rumors of sizable new orders for sap gum, which is said to have advanced in price during the last few days. Prices in general are reported well held. Mills here and there over the belt have reported labor shortage due to the call for cotton pickers.

KANSAS CITY, MO., Oct. 12.—The hardwood market is showing a steady demand and prices are firm. The big consumers are buying regularly and gum, ash, walnut and oak are wanted. Gum prices generally are stiff. The demand from retailers has been checked somewhat, but there still is a fair call for oak and maple flooring and finish. There is a small demand for car and bridge material, and some rig timbers are going to the oil fields.

ST. LOUIS, MO., Oct. 11.—Last week there was a fairly large volume of inquiries and orders for southern hardwoods, coming from planing mills, flooring concerns, and automobile body plants. Orders called for practically all items. Wholesalers still note a tendency toward conservative buying.

CINCINNATI, OHIO, Oct. 12.—The hardwood market is maintaining a firm position, with current demand active. Prospects are for a continuance of a good run of orders. Prices are firmly maintained. Gum is showing considerable strength.

COLUMBUS, OHIO, Oct. 11.—Hardwood buying is well distributed between retailers and factories. Needs are increasing, and there are more straight car orders. Retailers have rather small stocks and are buying steadily. Some price advances have been made, mostly in thicker stocks. Indications point to higher prices because of low mill stocks and curtailing of production by inclement weather. Prices of oak at the Ohio River are:

	No. 1	No. 2	No. 3
Quartered	FAS com \$145	com \$90	com \$50
Plain	105	72	48 \$20

HOUSTON, TEX., Oct. 12.—There is a strong demand for all items of sap gum, for FAS red gum, for FAS oak and magnolia. Ash is selling fairly well. Flooring plants are buying heavily of oak. Tupelo and black gum are finding a good demand.

BALTIMORE, MD., Oct. 11.—Users of hardwoods seem to be developing larger requirements, but gains in inquiry are not striking. Gum continues to take the lead. Furniture manufacturers and other consumers are in the market more frequently, and there is a more hopeful sentiment regarding the export trade.

MINNEAPOLIS, MINN., Oct. 12.—Wholesale trade in hardwoods is rather quiet, and orders

run quite small. Reports indicate no large mill surplus of northern hardwoods, and yard stocks here are not heavy. There is a slackened demand from sash and door factories, but considerable building is getting under way. Industries are carrying little stock, and come into the market frequently.

BUFFALO, N. Y., Oct. 13.—The hardwood market shows a little increased activity and some dealers report more orders. Consumers' stocks have been allowed to run down. Red gum continues about the strongest wood, and a fair volume of direct shipment business is being done.

NEW YORK, Oct. 11.—Demand for maple and oak flooring continues to feature a brisk hardwood market. Oak, walnut and chestnut are in exceptionally good demand. Industrial items are moving better. Stocks are in fairly good shape. Prices are very firm.

BOSTON, MASS., Oct. 12.—The hardwood market certainly looks rather firmer than in September. Some distributors report a very nice volume of orders from a wide variety of consumers, all of whom are inquiring more freely. Efforts to jack up flooring prices have not been very successful here. The 1 1/2 x 2 1/4 clear flooring is offered as follows: Birch, \$78.50@87.50; maple, \$84.50@92; oak, white, plain, \$95@97; selects, \$78.50@85; No. 1 common, \$59.50@65. Quotations on inch hardwoods are unchanged.

LOS ANGELES, CALIF., Oct. 9.—With the market fairly active, the demand for hardwoods is holding its own, though that from retailers is a little less active. Prices remain the same. Stocks are adequate. Indications are that orders will be increased substantially before the end of the month.

FIR, SPRUCE, CEDAR

CHICAGO, Oct. 13.—Railroad business has increased during the last week, quite a number of inquiries for fir being put out. Yard demand has been slow for over a month, weather conditions being the principal cause for the decrease in orders. Mill stocks are ample to supply any increased demand that may arise. Prices are steady.

NEW YORK, Oct. 11.—Some New York distributors, especially on Long Island, have been asked to ship Coast fir to Florida. Generally the market is continuing its slow improvement, with prices at a higher level. Distributors are gradually cutting down their stocks. Yards are well stocked, but continue to buy.

BOSTON, MASS., Oct. 12.—Some of the large eastern fir distributors report that the local market has grown perceptibly firmer since Oct. 1. Less lumber is in transit. Some sellers are asking more than \$31, ship's tackle Boston, for an ordinary schedule of dressed fir. Some sales of No. 1 common boards are reported up around \$28.50@29, ship's tackle, but only for lots with minimum proportion of No. 2 common.

KANSAS CITY, MO., Oct. 12.—Fir demand has fallen off, and prices are showing the effect. City demand is light and there is little business coming from east of the Mississippi.

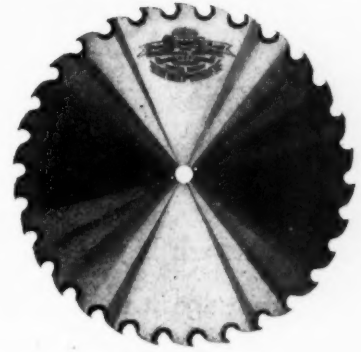
SAN FRANCISCO, CALIF., Oct. 11.—Demand for fir is still strong, but prices remain low. Export business is normal, with some indications of betterment. Creosoted timbers are in demand in excess of production. Retail business is decidedly better.

BUFFALO, N. Y., Oct. 13.—The fir market shows an easy tone, and some items have been reduced in price. Retailers are looking for transit cars and are not buying ahead to any large extent.

BALTIMORE, MD., Oct. 11.—Only a very small expansion in fir orders has taken place. Prices hold, though there have been no mark-ups. Orders are being taken on very slender margins, though an advance is necessitated by increased water freight rates.

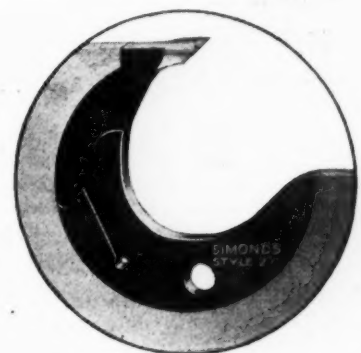
LOS ANGELES, CALIF., Oct. 9.—Fir boards and dimensions have demonstrated increased activity, retailers placing good sized orders. Export business to Florida has stimulated the market and prices are firmer. Reserves are lower than customary.

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CYPRESS

NEW ORLEANS, LA., Oct. 11.—Cypress demand remains quiet. Floods in the midwest have adversely affected demand, while the slump in cotton quotations seemingly has slowed down that from the cotton belt for the time being. Local observers report quotations unchanged and look forward to increased demand as the season advances.

CHICAGO, Oct. 13.—More inquiries for red cypress have been received from industrial sources within the last few days, and there is some buying for quick delivery from yards in the city, but country yard trade is quiet. The best demand is for thick lumber from industrial concerns, and is mostly from the East. Inquiries are being received for pecky cypress for greenhouses for spring delivery. Mill stocks are in good shape and prices hold firm.

KANSAS CITY, MO., Oct. 11.—Cypress prices hold their strength, but demand last week was cut down considerably by wet weather. Factory trade is light, and city yards are buying very little.

NEW YORK, Oct. 11.—Rail shipments of cypress have improved considerably. There have been few cargo arrivals from Florida since the hurricane. Local yards are not carrying large stocks and not buying much, though demand is steady.

BUFFALO, N. Y., Oct. 13.—An increased amount of cypress trade is reported at some yards, with somewhat greater firmness.

BOSTON, MASS., Oct. 12.—Demand for cypress continues discouragingly quiet. Prices are quite widely spread, and concessions on selects in yellow cypress are reported. Yard orders are confined to mixed cars and quick shipment is desired. Industrial demand is of modest volume, owing to competition of some cheaper woods.

BALTIMORE, MD., Oct. 11.—There exists a distinct paucity of information as to the state of the cypress business. Stocks here are very small, and orders are being placed with much caution. Evidences of a more frequent use of cypress are to be seen quite frequently, a considerable proportion of sash being of this wood. Quotations are still quite low.

CINCINNATI, OHIO, Oct. 12.—There is a fair run of cypress orders. Country demand is as good as it usually is in the fall.

HEMLOCK

NEW YORK, Oct. 11.—Water arrivals of western hemlock have been considerably less, but sufficient to prevent any clearance of storage stocks. Bargains still may be had, prices being just about what they were a month ago.

BOSTON, MASS., Oct. 12.—Eastern and northern hemlock boards are selling very slowly. Sellers are not pushing very hard for immediate business and prices keep steady. Offerings of western hemlock transits have fallen off and the local market has gained a little strength. Bargains are more easily found in western hemlock boards than in plank and dimension stock.

BUFFALO, N. Y., Oct. 13.—Hemlock has continued rather quiet and prices are kept down by large receipts of Pacific coast stocks. Wholesalers find that mills in the lake section do not have large stocks and expect a pretty fair demand during the remainder of the year, so are averse to price reductions.

WESTERN PINES

CHICAGO, Oct. 13.—The demand for western pines is rather quiet, due to a general slowing up in building activities. Mill stocks are in fairly good condition, and prices are inclined to be easy.

SAN FRANCISCO, CALIF., Oct. 11.—Demand for the upper grades of pine has been sustained, with prices steady and in some cases showing slight increases. Business from the middle West has picked up slightly during the week. Exports are normal. Retail business here has shown decided improvement. Box has dropped in price, due to falling off in fruit shipments, but volume is still heavy.

NEW YORK, Oct. 11.—Idaho pine is \$1 to \$2 above quotations of a month ago, and mills are urging a still further advance; wholesalers

are giving no concessions. All Inland Empire stocks are selling well, and shipments are regular. Lower grades of Idaho are moving better than higher grades.

BOSTON, MASS., Oct. 12.—Demand for western pines is not more than fair. Buyers are inclined to look for lower prices. Some sellers of Ponderosa pine are urging their customers to leave the price open. Idaho white pine quotations are unchanged, but the lower range on No. 2 common has been shaded.

KANSAS CITY, MO., Oct. 12.—With factory demand slowing down gradually and demands from retailers light, western pines are showing more weakness. Inland Empire mills have revised their lists, and California pines are lower also.

LOS ANGELES, CALIF., Oct. 9.—A large amount of western pine cargoes has been deflected to the Atlantic seaboard States, according to the retailers. For the first time this year the pine reserves are unusually low and mills are not offering any special inducements.

REDWOOD

SAN FRANCISCO, CALIF., Oct. 11.—Although demand for redwood was slightly below normal for the week, it is well sustained and prices are firm. Midwestern and export business continues good. Local retail business is much better than at any time during the year.

NEW YORK, Oct. 11.—Industrial demand for redwood is well up to expectations and increases in it have more than offset the slump in sales of building items. Stocks are well assorted. Prices remain firm.

KANSAS CITY, MO., Oct. 11.—With the country demand very light, the redwood market is not showing much life. Moldings, lath and siding are about the only items in demand.

BOSTON, MASS., Oct. 12.—Redwood producers report increased demand and strengthening prices. This has a tendency to stiffen the backbones of eastern wholesalers, who are competing briskly for a moderate volume of business. Retailers have light stocks, but are not preparing for much business. Industrial demand is fair.

LOS ANGELES, CALIF., Oct. 9.—A continuation of substantial redwood purchases by retailers is in evidence. Reserves are satisfactory and the sales are meeting with all expectations. Some delay has been noted on deliveries. Prices remain the same.

NORTH CAROLINA PINE

BOSTON, MASS., Oct. 12.—Roofing demand is satisfactory for the season. The 8-inch air dried are offered at \$30.50@32. Shortleaf flooring is quiet, and there is keen competition with Coast stock. Lowest prices accepted for 1x4 flooring are: B&B better rift, \$77; C rift, \$60; B&B better flat, \$54. North Carolina pine rough edge is moving slowly; even less than \$58 is taken.

NEW YORK, Oct. 11.—Orders and inquiries indicate that another satisfactory week is in store for wholesalers, who are enjoying an especially good run of business. Few retail yards are well stocked.

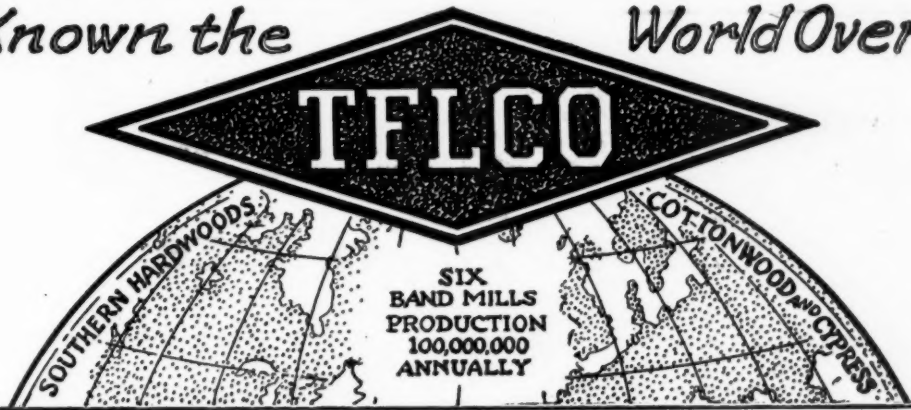
BUFFALO, N. Y., Oct. 13.—The 6-inch North Carolina roofers are quoted here at \$29, and 8- and 10-inch at \$30.50. An effort has been made to advance prices lately, but there seems to be an ample amount of stock offered at these figures. The flooring demand is fair, with prices about steady.

BALTIMORE, MD., Oct. 11.—North Carolina better grades, such as No. 2 common and up, are reported as in fair demand, with some lift in prices. Low grade lumber has barely held its own. The distributors so far this fall are clearly disappointed over results. Stocks on the wharves are reduced, however, and the mills hold out for advances.

SOUTHERN PINE

CHICAGO, Oct. 13.—Since Oct. 1 more inquiries have been received for southern pine. There is a fair volume of business coming from railroad, car material and industrial sources. Mill stocks of yard items are somewhat broken and prices are strengthening. Low grade short lengths used for crating are scarce.

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| 200 M' 4/4 No. 1 Com. Qrtd. White Oak Strips. | 90 M' 1/2 No. 2 Com. Plain Red Oak. |
| 10 M' 5/4 No. 1 Com. Qrtd. White Oak Strips. | 75 M' 5/8 No. 2 Com. Plain Red Oak. |
| 60 M' 3/8 FAS Qrtd. White Oak Avs. | 15 M' 6/4 No. 2 Com. Plain White Oak. |
| 100 M' 1/2 FAS Qrtd. White Oak Avs. | 30 M' 6/4 No. 2 Com. Plain Red Oak. |
| 100 M' 5/4 FAS Qrtd. White Oak Avs. | 75 M' 4/4 No. 1 C&S Qrtd. Red Gum Fig. |
| 100 M' 6/4 FAS Qrtd. White Oak Avs. | 75 M' 5/8 FAS Qrtd. Red Gum. |
| 30 M' 3/8 No. 1 C&S Qrtd. White Oak. | 150 M' 5/8 No. 1 C&S Qrtd. Red Gum. |
| 150 M' 4/4 No. 1 C&S Qrtd. White Oak. | 20 M' 3/4 No. 1 C&S Qrtd. Red Gum SND. |
| 50 M' 6/4 No. 1 C&S Qrtd. White Oak. | 30 M' 4/4 No. 1 C&S Pl. Red Gum Strips 3/5" |
| 20 M' 3/8 No. 2 Com. Qrtd. White Oak. | 25 M' 5/8 No. 1 C&S Plain Sap Gum 4-7'. |
| 30 M' 1/2 No. 2 Com. Qrtd. White Oak. | 20 M' 3/4 No. 1 C&S Plain Sap Gum 4-7'. |
| 100 M' 5/8 No. 2 Com. Qrtd. White Oak. | 15 M' 1/2 No. 2 Com. Sap Gum |
| 40 M' 3/4 No. 2 Com. Qrtd. White Oak. | 15 M' 5/4 No. 2 Com. Sap Gum, Avg. 6-7". |
| 20 M' 5/4 No. 2 Com. Qrtd. White Oak. | 30% 14-16' |
| 75 M' 5/8 FAS Plain White Oak. | 15 M' 8/4 No. 2 Com. Sap Gum, Avg. 6-7" |
| 100 M' 3/4 No. 1 C&S Plain White Oak. | 30% 14-16' |
| 15 M' 5/4 No. 2 Com. Plain White Oak. | |

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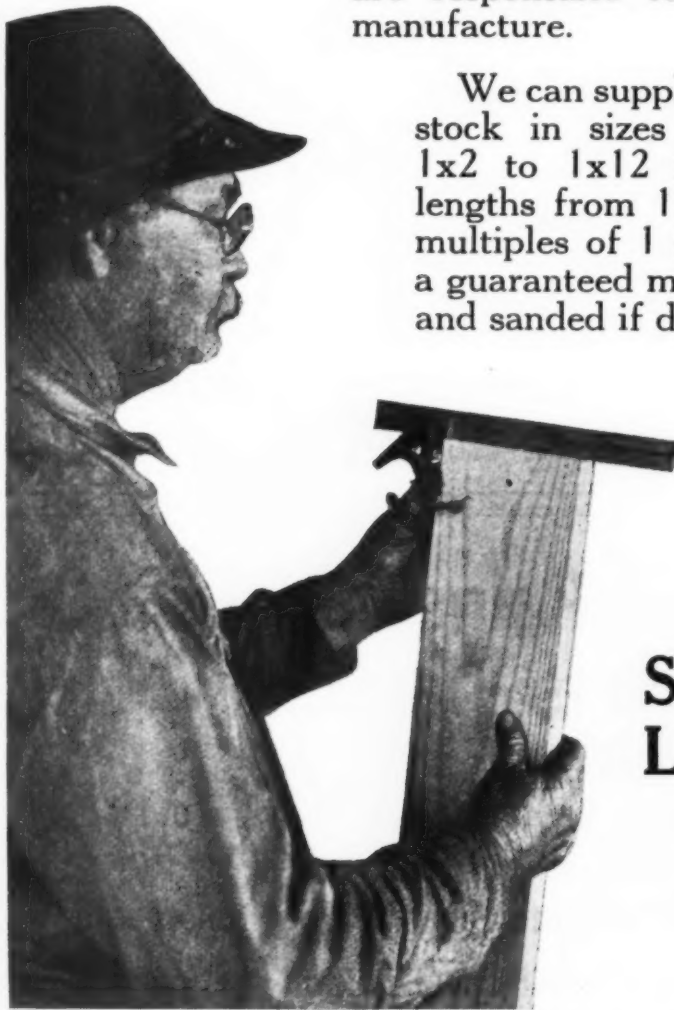
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NEW ORLEANS, LA., Oct. 11.—Mill reports indicate a decline of bookings and shipments, with production practically stationary. Adverse weather and flood conditions have slowed down demand, it appears, while cotton picking has drawn considerable labor from the mills. Mill stocks are none too well assorted, and prices are well held.

ST. LOUIS, MO., Oct. 11.—Mill shipment orders for southern pine last week about tripled the number received during the week preceding, the improvement resulting from more favorable weather which permitted construction work. The market was firm. Mill stocks were badly broken. There was a demand for well loaded transit cars containing Nos. 1 and 2 common and better dimension.

KANSAS CITY, MO., Oct. 12.—Southern pine demand was slowed down heavily last week and weakness in prices is reported all down the line. Upper grades are showing less strength than items on the right hand side. City retailers have been slow buyers, most of the recent demand coming from the country and, with rivers

swollen and roads too deep to travel, country retailers are not buying. Some mills on the Kansas City Southern and Missouri Pacific report that the cotton movement is making empties harder to get.

CINCINNATI, OHIO, Oct. 12.—Southern pine continues active, as much business delayed by rains during August and September is now coming in. Prices are holding firm.

NEW YORK, Oct. 11.—The week's sales were heavier than those of the preceding week, and prices are showing steady improvement. Mills are sending orders forward promptly, and retail buying is much better than had been expected. Demand for timbers has taken quite a brace, and flooring and roofers also have improved.

BOSTON, MASS., Oct. 12.—New England retailers are purchasing southern pine very conservatively. Some mills are refusing flooring orders for immediate shipment owing to press of business. Top prices obtainable here for 1x4

longleaf flooring are: B&better rift, \$85; C rift, \$75; B&better flat, \$56.

BUFFALO, N. Y., Oct. 13.—Southern pine demand is fairly good for this time of year. Customers are buying for immediate use only. The amount of building is not as active as it was last year, wet weather having no doubt caused some curtailment in new construction.

BALTIMORE, MD., Oct. 11.—Dealers in long-leaf report that offerings of good stocks meet with a ready reception. Stocks are very moderate, and buyers provide for immediate wants only. There is a certain degree of firmness in the quotations.

HOUSTON, TEX., Oct. 12.—Lumbermen here are showing some anxiety over the cotton outlook. Timbers, railroad stocks and industrial items are in strong demand. Export trade is quiet; there is scarcely any tonnage space available to Europe, although there appears to be sufficient space to the Islands.

SHINGLES AND LATH

MINNEAPOLIS, MINN., Oct. 12.—Wholesale trade here is quiet and shingle prices have sagged a little again. Concessions have no effect in stimulating buying. Retailers are not showing much interest in the market.

KANSAS CITY, MO., Oct. 12.—The shingle market shows little evidence of any backbone. The demand is small and the supply too large. Lath demand is just fair. The western mills are getting most of the orders. Siding demand is slow.

ST. LOUIS, MO., Oct. 11.—Shingle business continues quiet. The market remains firm. Quotations: Extra clears, \$2.45, mill base, and \$3.96, St. Louis; extra stars, \$2.10, mill base, and \$3.44, St. Louis.

COLUMBUS, OHIO, Oct. 11.—Owing to the greater popularity of stained shingles, there is a falling off in demand for plain shingles. Dealers in the rural sections, however, are buying rather briskly. Transit cars are more numerous and prices are lower as a rule. Retail stocks are not large. British Columbias XXXXX are quoted at \$4.90; Washingtons, \$4.75; Rite-Grade, \$4.45; extra clears, \$4.10, and extra stars, \$3.65. Lath trade is steady and prices are unchanged.

NEW YORK, Oct. 11.—The eastern spruce lath situation continues satisfactory, with prices unchanged. Assurances have been received that arrivals will be ample. There are enormous stocks of West Coast shingles in the market. Yards have large stocks of shingles and are fairly well supplied with lath.

BUFFALO, N. Y., Oct. 13.—Most grades of shingles dropped off about 5 cents last week. British Columbia XXXXX are \$4.91, and Washingtons, \$4.76, while extra clears are \$4.11, and stars, \$3.66. The decline has caused caution among retailers, and trade is light.

BOSTON, MASS., Oct. 12.—There have been further declines on red cedar shingles, and buyers are deterred from placing orders. Good makes of British Columbia XXXXX are offered for rail delivery at \$5.01@5.11. White cedar shingles are quiet and range from \$4.65@5 for extras, and \$4.15@4.50 for clears. Lath are moving moderately well. Sales of 1½-inch eastern spruce lath at \$7 and 1¼-inch at \$8 continue to be made, but some sellers are asking \$7.50 and \$8.25.

HOUSTON, TEX., Oct. 12.—Shingles are in very poor demand. The following prices, mill basis, were quoted this week: Stars, \$2.05; clears, \$2.35. Lath are in fair demand at \$4.25 for No. 1 and \$3.70 for No. 2.

NEW ORLEANS, LA., Oct. 11.—Cypress shingles have been moving briskly during recent weeks and mill stocks are greatly reduced. Cypress lath continue to move readily in mixed cars. No price change is reported on either item.

LOS ANGELES, CALIF., Oct. 9.—The week has shown a slightly stronger tone in the shingle market, there being an advance of 5 cents in a number of instances. Present stocks are adequate. The lath situation shows a slight betterment.

MAHOGANY

BOSTON, MASS., Oct. 12.—September trade in mahogany was exceptionally good, running

well ahead of August, and October has opened up even better than September. Encouraging inquiries are now coming along from a wide variety of sources. The furniture and chair people are certainly ordering more freely. Inquiries from manufacturers of office equipment have been picking up. Piano, radio and talking machine trade is distinctly better. Prices are steady to firm.

NEW YORK, Oct. 11.—Demand for the higher grades is just as good as at any time this year. Prices are holding. Furniture and automobile factories have been buying well, and the manufacturers have been operating at capacity. A wholesaler described the market today as "excellent."

BOXBOARDS

BOSTON, MASS., Oct. 12.—Shook and box mills and other consumers are taking boxboards as the stock is needed. Continued restrictions of production and reduction of dry stocks help maintain lists. Producers regard current prices as too low, however. Round edge white pine boxboards, inch, are offered at \$26@29.

CLAPBOARDS

BOSTON, MASS., Oct. 12.—Clapboards are now moving retail in about seasonable volume, and dealers are making replacements on a modest basis. Native eastern spruce and white pine are rather scarce and quite firm, but some varieties from the West Coast have shown an easier tendency. Quotations: Eastern spruce, 4-foot, 6-inch, extras, \$60; clears, \$55; second clears, \$50. West Coast clears, 3- to 7-foot, redwood, \$23.50; red cedar, \$24; western spruce, \$32.50; California pine, \$42.

News Letters

(Concluded from page 96)
PHILADELPHIA, PA.

Oct. 11.—The directors of the Philadelphia Retail Lumber Board of Trade, in a recent letter to the non-member dealers, gave a brief outline of the various ways in which the board has been serving its members and the lumber industry in general. Some of the features mentioned were: Establishment of a bureau of information embodying the cooperative open price methods sanctioned by law, a statistical bureau, cost studies, the adoption of a code of business practice with a board of arbitration to enforce the rules and to settle disputes, studies of building codes and of the uses of lumber and lumber substitutes.

Autumn brings birthday greetings to four ex-presidents of the Lumbermen's Exchange. Robert L. Hilles passed another milestone in life's journey on Sept. 22, while Nathan B. Gaskill celebrated on Sept. 30. George E. Lippincott received greetings on Oct. 7 and on Oct. 9 birthday cards were piled high on the desk of Wilson H. Lear.

John J. Little is spending October visiting lumber mills of Idaho and the Pacific coast.

BOSTON, MASS.

[Special to AMERICAN LUMBERMAN via Air Mail]

Oct. 13.—Eastern spruce frame schedules are placed at \$38, and rarely at \$39 base. Narrow Canadian random now fetches \$34 only when lengths are extra long. Spruce covering boards are still scarce but hardly so firm. Red cedar shingles are selling at much reduced prices. Optimism slowly increases among the hardwood people. Perhaps one of the most interesting bits of news in the local market has been the announcement by a large and well known Canadian company that its price for 1½-inch eastern spruce lath is now \$7.50, and for 1¾-inch, \$8.25. These figures are 50 cents and 25 cents, respectively, above the going prices at this writing. There has been a shrinkage in the volume of unsold transits from the West Coast and a corresponding stiffening in values. The *Munro* arrived here last Thursday from Bellingham, Wash., with a large lot of red cedar shingles consigned to the Davenport, Peters Co. Another arrival was the *Alaska*, which brought the Southern Alberta Lumber Co. 14,368 bundles of fir lath and 1,286,736 feet of fir from Vancouver. Arrivals from the Maritime Provinces included 2,379,066 feet of spruce and 142,166 feet of hemlock lumber; 10,465 bundles lath, 84,635 ties, and 2,286 hardwood squares. The Palmer & Parker Co. recently received from Africa a cargo of 2,173 prime mahogany logs for its big mill in the Charlestown district.

Cyrus E. Bean, of Bean & Poore, Lawrence, Mass., with his wife and daughter, Miss Penelope Bean, recently returned from a three months' tour

The Tried and Better Gypsum Wallboard



WHERE practical use, Gypsolite will give the best possible results.

Nailed in large boards directly to studding, or over damaged wallpaper, with joints smoothly filled, it makes a solid continuous wall of rock that cannot warp, shrink, nor crack, ready for decoration without loss of time for drying. Can be painted, papered, calcimined or paneled.

Gypsolite is fireproof. Its remarkable insulating properties reduce heating costs. As a sound deadener, it promotes privacy.

Many homes in your community need remodeled attics, at little cost to provide extra rooms, for children's playroom, den or additional sleeping quarters.

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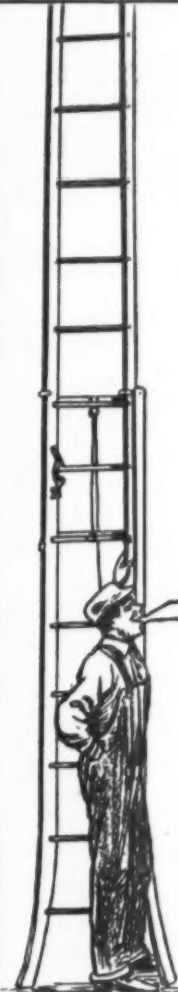
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GYPSOLITE WALLBOARD

REG. U. S. PAT. OFF.

UNIVERSAL GYPSUM & LIME CO., Chicago

Dept. 56, 111 W. Washington Street



BABCOCK SPRUCE LADDERS *are Easy*
 for Lumber Dealers to Sell
 Because —
"THEY'RE STRONG Yet LIGHT and EASY TO HANDLE"
The SPRUCE makes the difference
 We pay the Freight
The W.W. BABCOCK CO.
 BATH, N. Y.

Hemming Center Draught 8-Wheel Trailer

This trailer is preferred by lumbermen who use tractors for hauling trains of logging trailers because it gives a steel center line draught through the entire train.



The sturdy construction of all Hemming 4-, 6-, and 8-wheel log wagons and trailers insures long wear at rock bottom maintenance cost. They are especially designed to meet the needs of lumbermen. That's why so many of them are in use today on the most difficult logging operations.

Write for Complete Catalog Today.

HEMMING WAGON FACTORY, Meridian, Miss.

SPECIFICATIONS:
 AXLES 4" x 6" split hickory.
 SKEINS 3 1/2" x 10" or 4" x 12", long sleeve malleable
 WHEELS 34" diameter, with 5", 6" or 8" tire.
 BOLSTERS 4" x 11" 6" long; side bars, 4" x 6"; center bar, 4 1/2" x 6 1/2", with 3" x 5" built-up bars.
 TONGUE 4" x 6", 5' long; reach, 4" x 6", 11' long
 CAPACITY 10 tons.

Birch
 Maple
 Beech
 Basswood
 Elm
 Norway
 White Pine
 Hemlock

Quality
NORTHERN HARDWOODS
from Quality Timber
Stack Lumber Co.
 MANISTIQUE, MICHIGAN

of interesting points in northern Europe and Great Britain.

KANSAS CITY, MO.

Oct. 11.—The lumber market here is suffering from the heavy rains over the country the last three weeks, with floods in Iowa, Illinois, Kansas and Oklahoma, which have kept retailers out of the market, with the result that the volume of orders has fallen off rather heavily. Only the cypress and hardwood prices have not been affected by the slump, the rest of the market showing more or less weakness. The corn that escaped the drouth late in the summer, has been kept from hardening by the cool wet weather, and this has hurt the outlook in the country. Lumbermen who were out among country yards last week said that most retailers were more concerned about getting out the orders they already had, than they were over the prospects for new business. Some of the retailers believe that demand will be dull for the next month. Sales managers here are not much pleased with the outlook, most of them believing that the cream has been pretty well skimmed off the demand already.

LAUREL, MISS.

Oct. 11.—Export buyers are still unwilling to purchase additional stocks, owing to the heavy increase in ocean freights. The only export shipments of any consequence are of small parcels of better quality lumber. The sawn timber market is still good, but no heavy shipments are being made. Export prices are firm. Mill stocks are badly broken, and probably will be more so with the coming of rains and bad weather. Retailers are still demanding immediate shipment, but in most cases they are having to wait for a good many items.

R. D. Walker, of the R. D. Walker Lumber Co., Mobile, was a visitor to local mills during the last week.

SHREVEPORT, LA.

Oct. 11.—Southern pine prices have steadied somewhat, though quotations on straight cars of dimension, boards and shiplap are soft. Demand is hardly sufficient to take care of offerings, and transit car dealers are very timid about making offers. Railroads say that northbound lumber tonnage is lighter than it has been since the first of the year. Mixed car orders are coming in more regularly, and the mills feeling the slump are the small plants that can not handle such trade. Timber orders are appearing in fair volume, but mostly for the newer oil fields. Weather in producing territory has been almost perfect. There have been no reports of serious car shortage, but labor is quite scarce.

Hardwoods are scarce and the various industries have been consistently in the market for all kinds of stock for the last six weeks.

ABERDEEN-HOQUIAM, WASH.

[Special to AMERICAN LUMBERMAN via Air Mail]

Oct. 11.—Of fourteen vessels loading on the harbor today, three are for the Orient—two at Grays Harbor Port Dock, and one at the Eureka Cedar Lumber & Shingle Co.; one for Australia, at the Aberdeen Lumber & Shingle Co.; one at Bay City Lumber Co., and one at the Eureka Cedar Lumber & Shingle Co., for the east coast. The other eight vessels are loading for California.

The Transmarine Steamship Line has added six vessels on its intercoastal service. A vessel will call at this port every two weeks. H. M. Sorrenson, Grays Harbor, port captain of the line, stated that Gulf ports will be called at.

W. B. Mack, for many years associated with the S. E. Slade Lumber Co., and later with the National Lumber & Manufacturing Co., has gone east for the E. C. Miller Cedar Co. to organize a sales organization in the various States. The E. C. Miller Cedar Co. manufactures red cedar siding and shingles.

A. W. Callow, of Hoquiam, formerly of the Wynooche Timber Co., and Gus Carlson, of Aberdeen, have purchased the sawmill and timber holdings of the Yeomans Lumber Co., of Pe Ell, Wash. More than 50,000,000 feet of timber, it is said, was included in the deal.

Carl Schultz, sales manager A. F. Coats Lumber Co., of Tillamook, and a former Grays Harbor resident, is visiting here.

Albert Schafer, of the Schafer Bros. Lumber & Door Co., of Montesano, accompanied by Mrs. Schafer, has left on an eastern trip that will include Chicago and Cleveland.

A. Trotter, of the Trotter Lumber Co., Cleveland, Ohio, called on the mills here last week.

Louis Muench, manager Fidalgo Pulp & Paper Co., of Anacortes, was a guest speaker at the Hoquiam Chamber of Commerce luncheon Oct. 8. Mr. Muench stated that paper mills utilize the waste

of sawmills, and discussed the wooden toy industry and the manufacture of other small wooden articles.

TIMBER LAND SALES

PIKEVILLE, KY., Oct. 12.—Theodore Justice and Argyl Smith purchased a tract of 600 acres of hardwoods near Ransome, Ky., the consideration not being made public. Announcement followed that development would begin by Jan. 1. At Jamboree, several miles from Pikeville, J. M. Kelley and others closed a deal for 1,000 acres of hardwood lying along Blackberry Creek. Two sawmills will be installed and cutting begun very soon. Bentley Bros., Ettie, Ky., purchased the Sol Bentley timber tract lying along the Long Fork headwaters adjacent to the Letcher county line. The tract comprises about 400 acres.

KIAMATH FALLS, ORE., Oct. 9.—The Pelican Bay Lumber Co., one of the largest lumber organizations in this district, has bought 200,000,000 feet of virgin pine timber from the interests represented by Day Brothers and Chester and Richard Hovey, of California. The stand is located north of Bonanza, adjacent to the Klamath Indian reservation. A spur of the Oregon, California & Eastern will tap the tract, it is reported.

HYMENEAL

HAWKINS-SMITH. The marriage of Miss Gretchen Smith, of Portland, Ore., and Russell Hawkins, Jr., of Garibaldi, Ore., was one of the events in the former city last week, in which the younger social set was much interested. The wedding took place at the home of the bride's parents, Mr. and Mrs. Jay Smith in the presence of immediate relatives. Russell Hawkins, Jr., is the son of Russell Hawkins, president of The Whitney Co. (Ltd.), Garibaldi. After a short wedding trip the young couple will make their home at Twin Rocks, Ore., near Garibaldi, where Mr. Hawkins is in business.

CAUDILL-WILLIAMS. At Banks, Ky., on Thursday night, Oct. 7, a pretty country wedding united James Caudill, a leading lumberman of the Line Fork section, in marriage with Miss Manda Williams, of Banks. Rev. Adams of the Baptist church officiated at the ceremony. Following a northern trip Mr. and Mrs. Caudill will be at home in Banks about Nov. 10.

HALL-RICHARDSON. At the home of the bride in Blackey, Ky., on Sunday, Oct. 10, Norman Hall was married to Loretta Richardson, daughter of John C. Richardson, of Blackey. Mr. Hall is a young lumberman just entering the industry in the Rockhouse Creek section.

GARDNER-ATKINSON. The marriage of Miss Margaret Atkinson, daughter of Mrs. Hannah Atkinson, of Green Bay, Wis., to Raymond Gardner took place on Saturday morning, Oct. 2, at St. John's Church in Green Bay. Rev. Father Mulligan, of San Francisco performed the ceremony. The newly married couple left for a wedding trip to New York and Boston after which they will make their home in Scotia, Calif., where the groom is identified with the Pacific Lumber Co. Thomas Atkinson, prominent lumberman of Metropolitan, Calif., a relative of the bride, with his wife attended the ceremony.

SMITH-CULVER. Miss Edith Culver, daughter of Mr. and Mrs. H. C. Culver, of Spokane, Wash., and Fabian McKeon Smith were married at Cedar Lodge, Lake Pend Oreille, the Culver's summer home, last week. The ceremony was performed by Rev. Father Condon, assistant pastor of Our Lady of Lourdes Cathedral, with only immediate relatives and friends present. The bride was given away by her father. Miss Marjorie Culver, sister of the bride, was maid-of-honor, and Miss Margaret Connally was bridesmaid. Ross Culver, brother of the bride, was best man. The young people have gone on a three weeks wedding trip to the Coast and will make their home at 1908 Oneida Place, Spokane, on their return. The bride is a graduate of University of Washington, and a member of Kappa Kappa Gamma sorority. With her mother and sister she returned a short time ago from a tour of Europe. Her father, H. C. Culver, is president of the Sandpoint Lumber & Pole Co., and a prominent lumberman and banker. The bridegroom is a graduate of Cornell, served as a first lieutenant of infantry during the war and is now in the investment and bond business in the firm of Ferris & Hargrave.

TROUBLE AND LITIGATION

BALTIMORE, MD., Oct. 11.—Judge Soper, in the United States district court, has appointed Frank A. Parker, of Mann & Parker, (Inc.), hardwood wholesaler, as receiver for the Western Maryland Lumber Co., which filed a petition on Sept. 30, asking to be declared a voluntary bankrupt. Mr. Parker's firm is one of the largest creditors of the bankrupt corporation, with claims said to be upwards of \$6,000.

FOREIGN FIELDS FOR INDUSTRIAL ENDEAVOR

Trinidad and British Guiana Imports

WASHINGTON, D. C., Oct. 11.—Imports of lumber into Trinidad during the first six months of 1926 included 1,362,904 feet from Canada and 3,609,596 feet from the United States, according to preliminary figures published in British Guiana and reported to the lumber division, Department of Commerce.

Imports into British Guiana for the first seven months this year included 1,174,085 feet of white pine from Canada, 71,731 feet from the United States, and 8,800 feet from the United Kingdom; also 852,668 feet of pitch pine from the United States, and 133,313 feet from Canada also listed as pitch pine. Imports of other kinds of lumber and timber totaled only 21,313 feet for the seven months.

Exports from British Guiana during the same period amounted to 184,824 cubic feet of timber, 125,223 feet of lumber, 10,293 ties, and 823,000 shingles.

Newsprint Paper from Eucalyptus

WASHINGTON, D. C., Oct. 11.—A Brazilian paper company is planning the construction of a mill to manufacture newsprint paper from eucalyptus wood, according to a report from Consul Walter Thurston, Sao Paulo. The company owns large tracts of eucalyptus in the State of Sao Paulo and will build its mill at Villa Americana, not far from the city of Sao Paulo, where a suitable water supply is available. The equipment is expected to cost about \$750,000.

Southern Pine Imports into Spain

WASHINGTON, D. C., Oct. 11.—Spanish imports of southern pine from the United States for the eleven months ended May 31, 1926, were valued at \$986,603, and imports of staves at \$647,127, according to Nathaniel B. Stewart, American consul general at Barcelona. These figures are increases over the eleven months ended with May, 1925, of 10 or 15 percent.

Czechoslovakian Wood Industry

WASHINGTON, D. C., Oct. 12.—As a result of exports to England and the Netherlands, the export situation of the Czechoslovakia wood industry has shown considerable improvement, according to a report from Vice Consul C. W. McGlasson, Prague, made public by the Department of Commerce. Large orders, especially for lumber, are reported to be moving to these countries. Due to the competition of Russia and Rumania, the export of Czechoslovak wood to England and the Netherlands declined at the end of 1925. The revival of this business is welcomed by lumber exporters, especially since exports to Hungary are falling off.

Wood Oil Exports in September

WASHINGTON, D. C., Oct. 11.—Total exports of wood oil from Hankow, China, during September were 8,300,000 pounds, of which 7,400,000 pounds were shipped to the United States, according to advices from Consul General Lockhart. Prices increased slightly during the month, and at its close were 15 cents a pound.

Softwood Imports and Exports

WASHINGTON, D. C., Oct. 13.—Imports of softwood lumber into the United States for the eight months, January to August, this year totaled 44,000,000 feet more than for the same period last year. The total value, however, was \$165,000 less than last year. Total imports of softwood this year were 1,145,400,000 feet, valued at \$31,966,677. Of the total Canada supplied 1,122,454,000 feet; Rumania, 8,799,000 feet; Austria, 1,397,000 feet; Germany, 1,900,000 feet; Poland, 857,000 feet, and Mexico, 2,554,000 feet of softwood lumber.

Total imports of wood during the eight-month period this year were valued at \$66,359,987, against \$67,245,903 last year.

Exports of lumber and wood items from the United States for August exceeded those of August, 1925, by \$1,600,000, and brought the export value for the eight months ended Aug. 31 to \$1,500,000 above the figure for the same months of last year. Most of the August export increase was in Douglas fir lumber and timber. Southern pine, according to the lumber division, Department of Commerce, continues to find active demand at home and to encounter curtailment of purchases in two of its principal foreign markets, Cuba and the River Plate.

The United Kingdom market continues hesitant

while the coal difficulty remains unsettled and has taken a smaller supply of softwoods and of most hardwoods. United Kingdom oak imports from the United States have, however, been a little larger than for the same period last year.

Spain has been showing the most nearly normal demand among the European continental markets, even tight stave exports holding up well to that country, while to France, the Netherlands, Portugal, and other European markets, the decline has been great. Increased stave exports to French Africa and South America, however, have largely offset this decrease and total cooerage exports to all markets have fallen little lower than in 1925.

Danzig Exports to England

WASHINGTON, D. C., Oct. 11.—According to a report from the American consulate at the Free City of Danzig, exports from that port to England during the first eight months of this year show a striking increase over those for the same period of 1925 and 1924. If the volume of shipments continues, it is estimated that 1926 shipments will about triple those of the two earlier years. The reason for the present strong demand is attributed largely to lower quotations from Poland than from other sources of softwoods.

Philippine Lumber Production

WASHINGTON, D. C., Oct. 12.—The volume of timber cut from public forests in the Philippine Islands during 1925 totaled 369,037,344 board feet, according to the office of the American trade commissioner, Manila, quoting the annual report of the director of the Philippine bureau of forestry. Forty-one mills operated during 1925, compared with 37 mills in 1924.

Ontario Hardwood Tract Sold

WASHINGTON, D. C., Oct. 11.—Assistant Trade Commissioner North advises the Department of Commerce from Ottawa of a report that the sale of about 1,500 square miles of hardwood timber located on the north shore of Lake Huron is about to be completed by the lands and forests department of the Ontario government. The sales agreement provides for the expenditure of \$1,000,000 on plant construction, which will employ a minimum of 1,000 hands. It also provides for payment to the government of a total of \$3 a thousand board feet on birch and maple used in the manufacture in Ontario of veneer products, flooring, furniture and other hardwood products. The operations will necessitate the cutting of about 25,000,000 feet of timber annually, the revenue to the government being about \$75,000 a year. American capital is said to be financing the business.

Lumber Production in Eastern Canada

WASHINGTON, D. C., Oct. 14.—Very few portable mills were working during August and early September, a few of the larger operators were sawing out their drives and a few small mills sawing lath, but production of the latter fell off materially, according to Vice Consul W. C. Stewart, Halifax, N. S. Few operators, he adds, are reported to have made any definite arrangements for new operations. Production was probably not over 25 percent of the usual production during August and shipments were small. Shipments of lath by water to New York and Philadelphia fell off considerably from July. Rates on tramp steamers to United Kingdom ports advanced materially and at the end of August no tonnage was available except at prohibitive rates.

Consul Woodward reports from Campbellton, N. B., that, according to current reports, the present winter's cut in that district will approximate 60 percent of the normal cut.

From Fredericton, N. B., Vice Consul Johnson reports that the export trade in lumber for August showed a decrease in quantities in all lumber commodities, with a corresponding decrease in values, except in the case of spruce lumber, which showed a decrease in quantity but an increase in value. Mr. Johnson reiterates former reports that the tendency throughout New Brunswick is toward the cutting and export of pulpwood and a gradual diminution of other lumber products for export.

ON SEPT. 1 American shipyards were building or under contract to build for private owners 26 wood vessels aggregating 12,148 gross tons, compared with 18 wood vessels of 8,205 gross tons on Aug. 1.

WANTED AND FOR SALE DEPARTMENT

Advertisements will be inserted in this department at the following rates: 25 cents a line for one week, 45 cents a line for two consecutive weeks, 60 cents a line for three consecutive weeks, 75 cents a line for four consecutive weeks. Eight words of ordinary length make one line. Count in signature. Heading counts as two lines. No display except the heading can be admitted.

Remittances to accompany the order. No extra charge for copies of paper containing advertisement. Copy must be in this office not later than Wednesday morning in order to secure insertion in regular department. All advertisements received later will be placed under heading Too Late to Classify.

Too Late To Classify

WANTED—FOR CASH SHAVINGS AND SAWDUST

State quantity you can furnish and send small sample by mail.

SHAVINGS & SAWDUST CO.,
2240 S. Western Ave.,
Chicago.

Telephone Canal 0281.

Wanted-Employees

WANTED—MAN UNDER 50 YEARS OF AGE
Possessing marked executive ability; capable of acting as general superintendent from stump to car for large lumber manufacturing company. Only men who are organizers, who are energetic, possess initiative and not afraid of hard work need apply. Must be strictly temperate in personal habits. Give complete list former employers past 15 years or more, when could report for duty and salary expected.
Address "D. 15," care American Lumberman.

THERE IS A FINE OPENING
For a young and experienced wholesale lumberman who is acquainted with the needs of the trade in the states of Michigan and Indiana—must not be afraid of hard work. The opportunity is one which does not come often. It will reward the right man handsomely. Must be able to furnish first-class references as to ability, integrity. Correspondence will be treated as confidential.
Address "E. 30," care American Lumberman.

GENERAL MANAGER
Wanted whose previous record as a millwork manufacturer definitely proves his qualifications to assume the entire management of a million dollar millwork business. An exceptional opportunity for an exceptional man. State record in detail. All correspondence strictly confidential.
Address P. O. BOX 3007, Boston, Mass.

WANTED EXPERIENCED MAN
to manage good yard in Central Illinois town. Favorable opportunity. Correspondence will be treated confidential.
Address "F. 23," care American Lumberman.

WANTED—YARD SUPERINTENDENT
For large retail lumber yard in Milwaukee. Must know lumber and be able to handle men. State age, experience and give references.
Address "F. 5," care American Lumberman.

WANTED AT ONCE—MANAGER
For retail lumber yard in small town in Northern Illinois.
Address "F. 3," care American Lumberman.

Wanted-Employees

WARREN-HUCKINS COMPANY
Jacksonville, Florida
Manufacturers of
FLORIDA FAIRFORM FINISH

Modern, light, airy plant, individual electric drive, open shop for Americans.

Men stick there, are treated on the square and take pride in their work.

To fill infrequent vacancies we should be glad to have skilled bench and machine men register with us for permanent positions. Floaters, wood butchers, crabs, keep off.

WANTED

By large Retail Lumber yard, man with Architectural experience. Must absolutely know and be able to supervise building construction. There will be very little detail work as you will have Draftsmen under you. Salesmanship ability necessary, also must possess strong personality and know how to handle men. Location large progressive Southwestern City. Excellent opportunity for right man.
Address "E. 33," care American Lumberman.

WANTED:

Experienced salesmen who have specialized selling Canadian or eastern white pine, Idaho white pine, sugar pine, acquainted especially with industrial trade New York, Pennsylvania, Ohio, Indiana, Michigan, Wisconsin and towns located on Mississippi River. Give age, references, previous connections, experience, salary wanted, etc. Will be treated strictly confidential.
Address "D. 28," care American Lumberman.

HARDWOOD BUYER AND INSPECTOR

Only fully capable, honest and energetic hustler to buy oak and hickory wagon stock, also hardwood lumber, on either salary or commission basis. Must have good following among mills and timberland owners in Ark., La., Tenn., Ky., N. C., etc. Address with references, "H. 120," care American Lumberman.

GENERAL MILLWORK SUPERINTENDENT

Wanted who has had practical experience in manufacturing, billing and laying out detailed millwork. Must know costs and qualify as an able executive to assume full responsibility. Consider only a man who has had a successful record as superintendent of millwork.
Address "E. 4," care American Lumberman.

WANTED—AN ESTIMATOR AND SALESMAN

One who can figure from architect's blue prints and is familiar with cost in Pittsburgh district for a mill doing high-class special millwork.
Address "C. 1," care American Lumberman.

WANTED—GOOD, RELIABLE PARTY

To handle our account covering cypress, southern hardwoods, yellow pine and West Coast products in Pittsburgh and vicinity. Good opportunity for right man.
Address "D. 6," care American Lumberman.

WANTED—WOODS FOREMAN

For Northern Michigan capable of handling camp logging 25,000 feet hardwood on cars per day with horse and tractor equipment.
Address "B. 20," care American Lumberman.

WANTED—YOUNG MAN

Bookkeeping and general office work, retail yard. Protestant preferred. State experience, salary, references.
Address "E. 15," care American Lumberman.

Wanted: Mill Mechanics

YOU CAN GET GOOD EMPLOYEES

By advertising in the Wanted Employees column of the AMERICAN LUMBERMAN.

You get results from our ads.

Wanted-Salesmen

SALESMEN WANTED.

Large manufacturing company wants dependable and aggressive representatives to sell high grade red cedar shingles, stained and unstained, also red cedar siding.

High class commission men will find this an unusual opportunity; write us fully, outlining experience and territory covered.

Address: MANUFACTURER,
9110 Milton Street,
Vancouver, B. C.,
Canada.

EXPERIENCED, ACTIVE COMMISSION

Lumber salesmen, to sell exceptionally high-class spruce factory stock and uppers. To active, permanent connections we pay 5 percent commission on mill basis price upon acceptance of orders.
Address "E. 6," care American Lumberman.

Wanted-Salesmen

IF YOU HAVE PROVEN SALES ABILITY

Either in retail or wholesale, not over 35, and possess a knowledge of the trade's requirements in the Southern States and have had experience in the sale of sash and doors and would care to take a traveling sales position, we want to get in touch with you.

We are one of the representative houses of the country and intend at once to add several good men to our sales organization. All communications will be treated in confidence.
Address "C. 4," care American Lumberman.

WANTED—REPRESENTATIVES

We have a shipping capacity in excess of twenty-five cars daily, and exceptional facilities for furnishing car material, industrial lumber and cut to size crating in yellow pine, cypress and hardwoods. Wish to communicate with sales representatives controlling this class of business who would be interested in a close working arrangement with a plant that can assure prompt delivery.
ILLINOIS LUMBER YARDS, Cairo, Illinois.

DIMENSION SALESMEN

Wanted to cover principal furniture districts for general dimension agency handling northern and southern hardwoods. Nonconflicting territory, fine service, fine stock, fine prices, aggressive backing, profitable commission. Prefer men with fair acquaintance. State experience in this field. Mills have reasonably large capacity.
Address "F. 7," care American Lumberman.

LUMBER SALESMAN WANTED FOR CHICAGO
Industrial trade by wholesaler handling Yellow Pine, Fir and Northern Lumber. Must have selling experience in Chicago. Salary and commission. Address, stating age and experience. "F. 18," care American Lumberman.

WE WANT AN EXPERIENCED ALL AROUND

Lumberman to sell largely white pine pattern lumber in the east, with headquarters in Pittsburgh. One preferred who has some trade he can bring with him. State your idea of salary.
Address "D. 23," care American Lumberman.

WANTED—PRODUCING SALESMEN

West coast wholesaler, thoroughly responsible, catering to yard, industrial, specialty business, fir, spruce, hemlock, cedar, pine, wants reliable salesmen. Will make excellent proposition to producers.
Address "A. 15," care American Lumberman.

COMMISSION SALESMEN

West Coast manufacturer and wholesaler, long established, highest rating, wants reliable representatives. High-class references required and given. Exclusive territory.
Address "R. 23," care American Lumberman.

WANTED—SALESMAN

Live wholesaler wants a competent young man familiar with industrial trade in Northern Ohio; good proposition for right man.
Address "E. 20," care American Lumberman.

WANTED

Salesman to sell southern pine lumber on a commission basis. Experienced salesman with an established trade desired.
Address P. O. BOX 792, New Bern, N. C.

DO YOU WANT EMPLOYMENT?

Write an advertisement; send it to the paper that reaches the people. We can help you. AMERICAN LUMBERMAN, 431 S. Dearborn St., Chicago, Ill.

Wanted-Employment

WANTED POSITION AS MANAGER, SALES MANAGER OR BOTH OF YELLOW PINE OPERATION

I have had experience with some of the best mills in the South, in the manufacturing end twenty years; past seven years selling from the desk. Know how to manufacture lumber at minimum cost; also how and where to sell. Well acquainted with the trade, both personal and in a business way. Can deliver the goods, furnish gilt edge references; location no object; desire only to correspond with people who need a man.
Address "F. 22," care American Lumberman.

I AM DESIROUS OF BECOMING

Associated with a responsible lumber organization that can use the services of a competent and experienced lumberman, 31 years old and married, who has devoted the last twelve years to the lumber industry; handling yellow pine and Douglas fir; yard stock; railroad and car material; and industrial requirements; thoroughly familiar with office management, buying and selling and has personal acquaintance with the trade in the C. F. A. territory. Will you kindly consider my application for such position that you may have open demanding above or similar requirements? Can furnish necessary references. Address "E. 7," care American Lumberman.

WANTED—

Position as office and sales manager for a sash and door mill who requires the services of a high-grade executive who has shown results. Thirty-nine years of age, twenty years' experience, knows every branch of the business and can build up an organization. Compelled to change on account of climate. South or Southwest preferred. Will consider \$5,000 per year.
Address "E. 10," care American Lumberman.

WHOLESALE LUMBERMAN.

Young man, 34, previous mill and retail experience. Now engaged as manager western wholesale concern specializing in California and Inland Empire pines, common, finishing, mouldings, sash and door cuttings, also West Coast yard stocks, desires make new connections. Correspondence solicited.
Address "F. 10," care American Lumberman.